

The Tool for Selecting, Managing and Training Salespeople

Not everyone has what it takes to be successful in sales.

To be happy, productive and successful in sales, a person must have certain key qualities such as competitiveness, persistence and sales drive. How can you find people who have these qualities and position them to be top performers?

The Profiles Sales Indicator™ takes much of the guesswork out of hiring the right sales people for your company's sales positions. You can evaluate your existing sales staff, as well as candidates, to determine those most likely to perform up to your expectations.

The Profiles Sales Indicator™ assesses five key qualities necessary for sales success: Competitiveness, Self-reliance, Persistence, Energy and Sales Drive. It also predicts seven critical sales behaviors that affect performance: Prospecting, Closing Sales, Call Reluctance, Self-starting, Teamwork, Building and Maintaining Relationships and Compensation Preference.

Comprehensive reports help you coach your sales team and customize training programs to maximize each salesperson's effectiveness.

The Profiles Sales Indicator™ is Easy to Use

- It can be taken in just twenty minutes

- You get clear, readable reports
- Reports are direct and to the point
- Gives you the percentage of job match

The Profiles Sales Indicator™ has Many Uses

- The selection of top salespeople
- A guide to a planned self-improvement program
- A management training guide

The Profiles Sales Indicator™ is Customizable

- By company
- By sales position
- By department
- By manager
- By geography
- By any combination of these factors

"Since we started using Profiles Sales Indicator for pre-employment screening for sales employees, we've been very happy. Because the test is online, we find it easy to use. We test all applicants and make better hiring decisions, giving us a better workforce. We are very happy with the service."

- Lisa Garnet, Swedish Match North America