

# Profiles Sales Assessment™

**Profiles Sales Assessment™** is an effective tool for building and developing a top-notch professional sales organization. This comprehensive assessment is used for selecting, training, and coaching salespeople who become more productive and successful in order to achieve their sales goals. Using **Profiles Sales Assessment™** gives sales managers the power to lead and focus on the specific needs of each salesperson and strengthen their sales organizations.

<b>Purpose:</b>	Select & Retain high performance salespeople
<b>Measures:</b>	Key qualities that make successful salespeople <ul style="list-style-type: none"><li>• 20 Performance Indicators</li><li>• 7 Critical Sales Behaviors</li></ul>
<b>Time To Take:</b>	Less than 1 hour No administrator or proctoring required
<b>Customizable:</b>	Develops high performance models to build Job Match Patterns by: <ul style="list-style-type: none"><li>• Company</li><li>• Sales Position</li><li>• Manager</li><li>• Geography</li></ul>
<b>Used For:</b>	Selection & Hiring Management Promotion Fit / Succession Planning Analyzing Training Needs
<b>Reports:</b>	Selection Report Management Report Multi-job Match Report Individual Sales Profile Report Candidate Matching Report Job Profile Summary Report Job Summary Graph
<b>Validation Studies:</b>	1999, 2000, 2001, 2003, 2005, 2006, 2007, 2008
<b>Administration:</b>	Internet and/or Paper/Pencil
<b>Scoring:</b>	Internet