

Profiles Sales Indicator™

The **Profiles Sales Indicator** is an excellent tool for identifying people with the attributes for success in selling. By measuring factors such as competitiveness, persistence, energy, and sales drive, this assessment helps you build a more productive and stronger sales force.

Measures:

The key qualities that make successful salespeople:

- Competitiveness
- Persistence
- Self-reliance
- Energy
- Sales Drive

Performance in these critical sales behaviors:

- Prospecting
- Closing Sales
- Call Reluctance
- Self Starting
- Teamwork
- Building & Maintaining Relationships
- Compensation Preference

Time to Take: 15-20 minutes

Validation Studies: 2000, 2001

Reports: Management Report, used for selection, coaching, and training.
Individual Report, for self improvement programs

Customizable: Customizes Job match patterns by:

- Company
- Sales Job
- Manager
- Geography

Administration: Internet and/or Paper/Pencil

Scoring: Internet