

Profiles Sales Indicator™ sales assessment is a tool for selecting, managing and training salespeople. It measures five key qualities of successful salespeople and predicts performance in seven critical sales behaviours.

The Profiles Sales Indicator™ provides a means of selecting people who have the five qualities that make salespeople successful: Competitiveness, Self-reliance, Persistence, Energy and Sales Drive. It also predicts on-the-job performance in seven critical sales behaviours: Prospecting, Closing Sales, Call Reluctance, Self-starting, Teamwork, Building and Maintaining Relationships and Compensation Preference.

The Profiles Sales Indicator can be customised by company, sales position, department, manager, geography or any combination of these factors. Empirical data can be used to develop a pattern that will tell you how well a job candidate matches your successful salespeople.

Technical Specs:

<i>Solves these challenges:</i>	Poor Sales Production, Inability to Prospect Effectively, Customer Call Reluctance, Failure to Close Sales
<i>Used For:</i>	Placement, Promotion Fit, Succession Planning, Coaching and Self Improvement.
<i>Measures:</i>	Five key qualities that make successful salespeople. Predicts performance in seven critical sales behaviours.
<i>Areas Measured:</i>	Persistence, Self Reliance, Energy, Sales Drive, Competence, Prospecting, Closing Sales, Call Reluctance, Self Starting, Teamwork, Building and Maintaining Relationships, Compensation Preference
<i>Time to Take:</i>	15 - 20 minutes
<i>Administration:</i>	Online or Pencil/Paper (extra charges may apply for Pencil/Paper administration)
<i>Report Types:</i>	Two Reports (Management & Individual)
<i>Results Turnaround:</i>	Instantaneously
Cost:	RRP \$165

Channelled ... Growth will help you make the most effective assessments of your people, teams and management. Only then can you decide on what is the best training and coaching for your business. Call Brett NOW!

Brett Cameron, BA | Channelled Growth
Master NLP Practitioner, Certified Hypnotherapist
Holistic Life and Business Coach
Profiles International Business Partner



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