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OUTPUT REPORT

Sales profile FULL

Mia Brown

mia.brown@example.com

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You now hold in your hands a report from Sales Profile FULL questionnaire. This questionnaire covers twelve basic sales competencies that logically match the sales cycle and which are divided into three areas (customer, offer, sale).

CONTROL SCALES

The report also offers information about conscious need for development, where we ourselves currently feel that we can advance in the level of skills. Priority recommendations are listed in next parts of the report.

RESPONSE CONSISTENCY

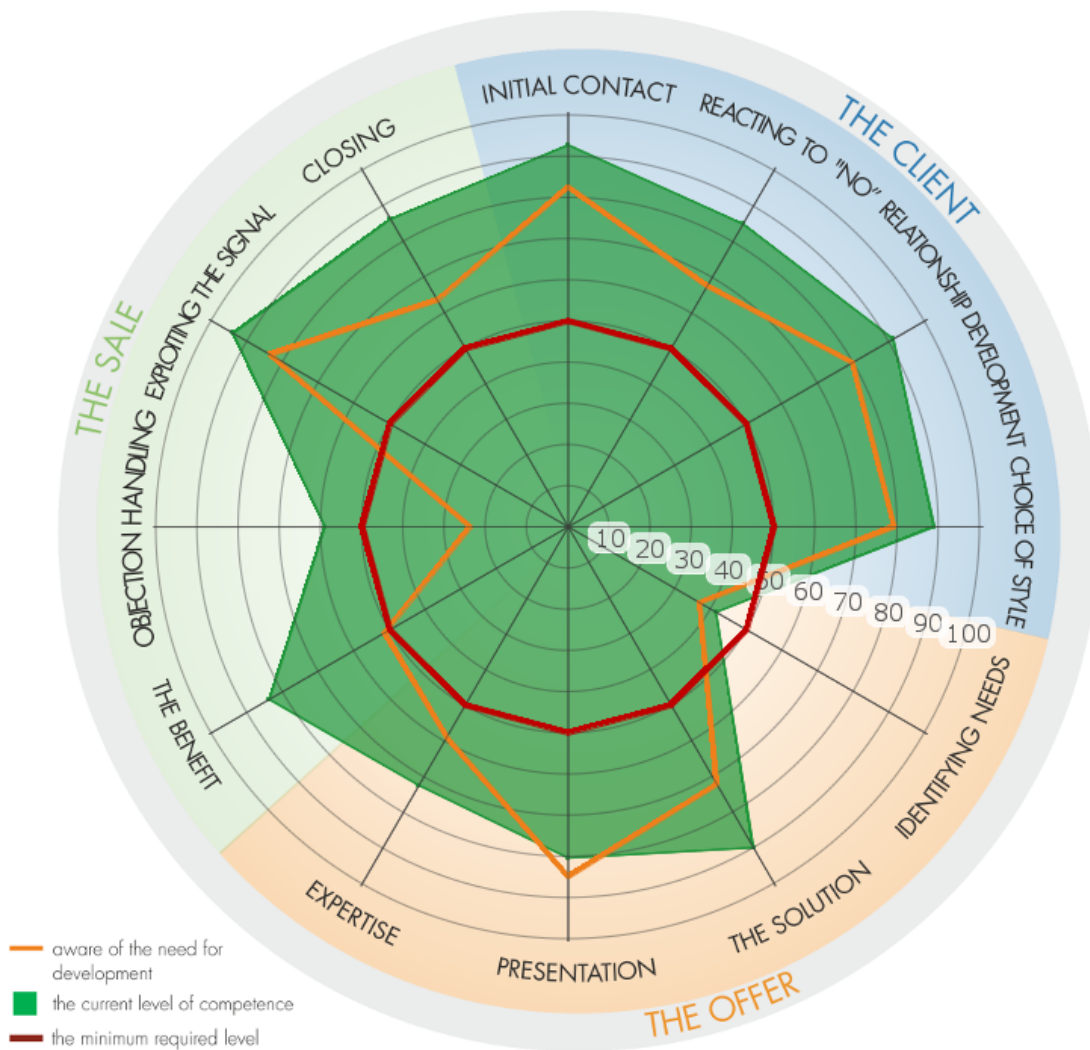
- sufficient data consistency

NEED TO SUCCEED

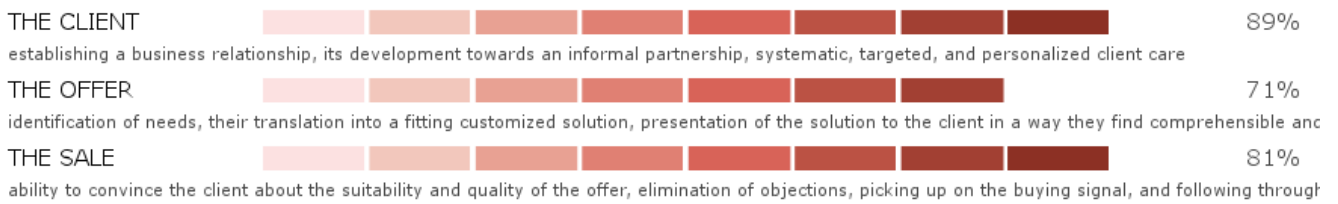
- sufficient openness of answers

OVERALL REPRESENTATION OF SALES COMPETENCES

Overall concordance of current competence level with required minimum: 98.58 %



DISTRIBUTION OF SALES COMPETENCES WITHIN A SALES CASE



PRIORITY AREAS FOR AN ACTION DEVELOPMENT PLAN

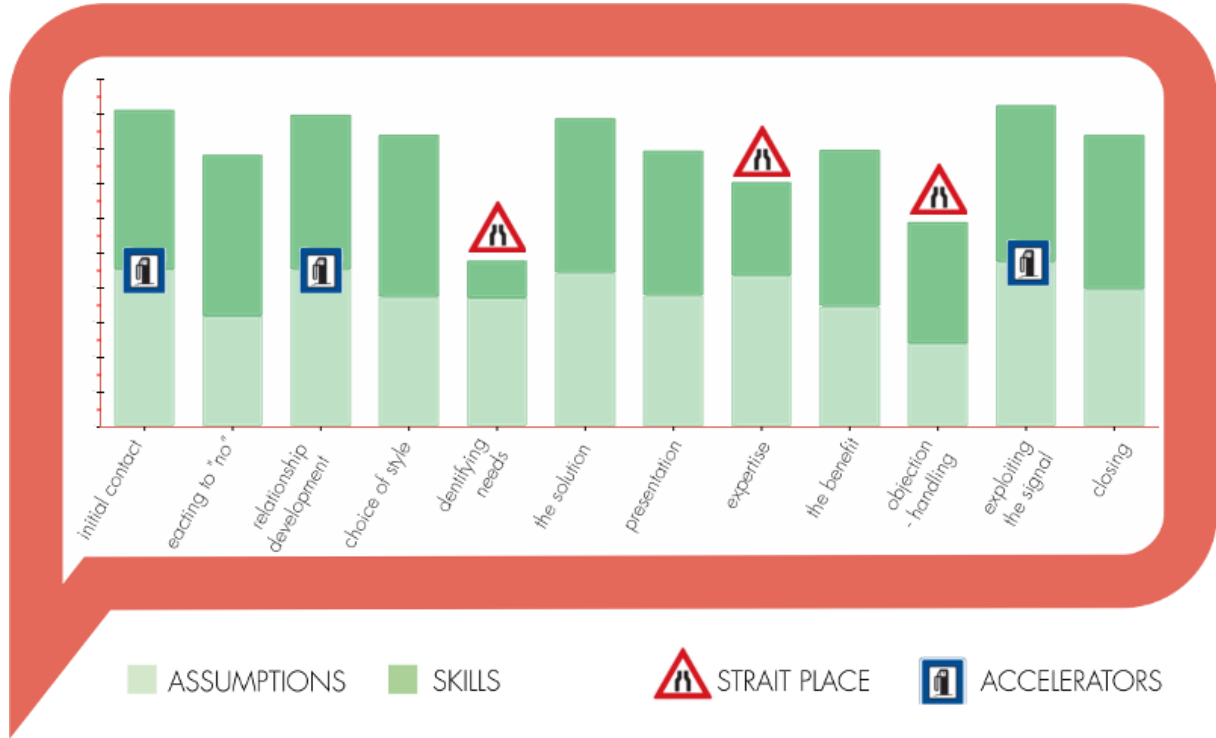
PRIORITY	AREAS FOR DEVELOPMENT
1	<ul style="list-style-type: none"> training aimed at the identification of the client's needs, rehearsal of model situations and techniques of asking diagnostic questions
2	<ul style="list-style-type: none"> mentoring and consultancy from an experienced supervisor in the area of objection-handling in specific business cases
3	<ul style="list-style-type: none"> organisation and moderating of trainings and workshops for key clients

PROPORTION OF PREREQUISITES TO SKILLS WITHIN THE SALES CASE PROCESS

Reports are focused not only on current level of skills in these areas, but also on the level of predispositions.

In this questionnaire, predispositions are perceived as given personality characteristics or traits supporting individual competencies. Their development is a rather long term task and corresponds with overall maturation and personality development.

On the other hand, skills are perceived as practical techniques or activities that can be acquired both by work practice and intentional development. Their development can be relatively fast, those very predispositions are the basis for its efficiency. There where the predispositions are lower, it is necessary to develop those skills by more intensive and repeated training.



Accelerators represent competences with high potential, i.e. such competences where fast mastering of skills and good foundations for future development can be expected. Narrow spaces represent areas where the current level of skills is the lowest, i.e. such parts of the sales process where the probability of failure or even loss of the sales case is high.