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## OUTPUT REPORT

Sales profile QUICK

**John Doe**

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You now hold in your hands a report from Sales Profile QUICK questionnaire. This questionnaire covers twelve basic sales competencies on the level of practical skills. These competencies logically match the sales cycle and are divided into three areas (customer, offer, sale). The report also offers information about conscious need for development, where we ourselves currently feel that we can advance in level of skills. Priority recommendations are listed in next parts of the report.

### CONTROL SCALES

Validity of these results is dependent, to a certain degree, on the assessed person's attitude toward questionnaires. That is why there are control scales in this questionnaire, that warn about possible skewing of the results, especially in the situation when data consistency is low and need for success high (tendency for choosing answers that are socially desirable).

#### RESPONSE CONSISTENCY

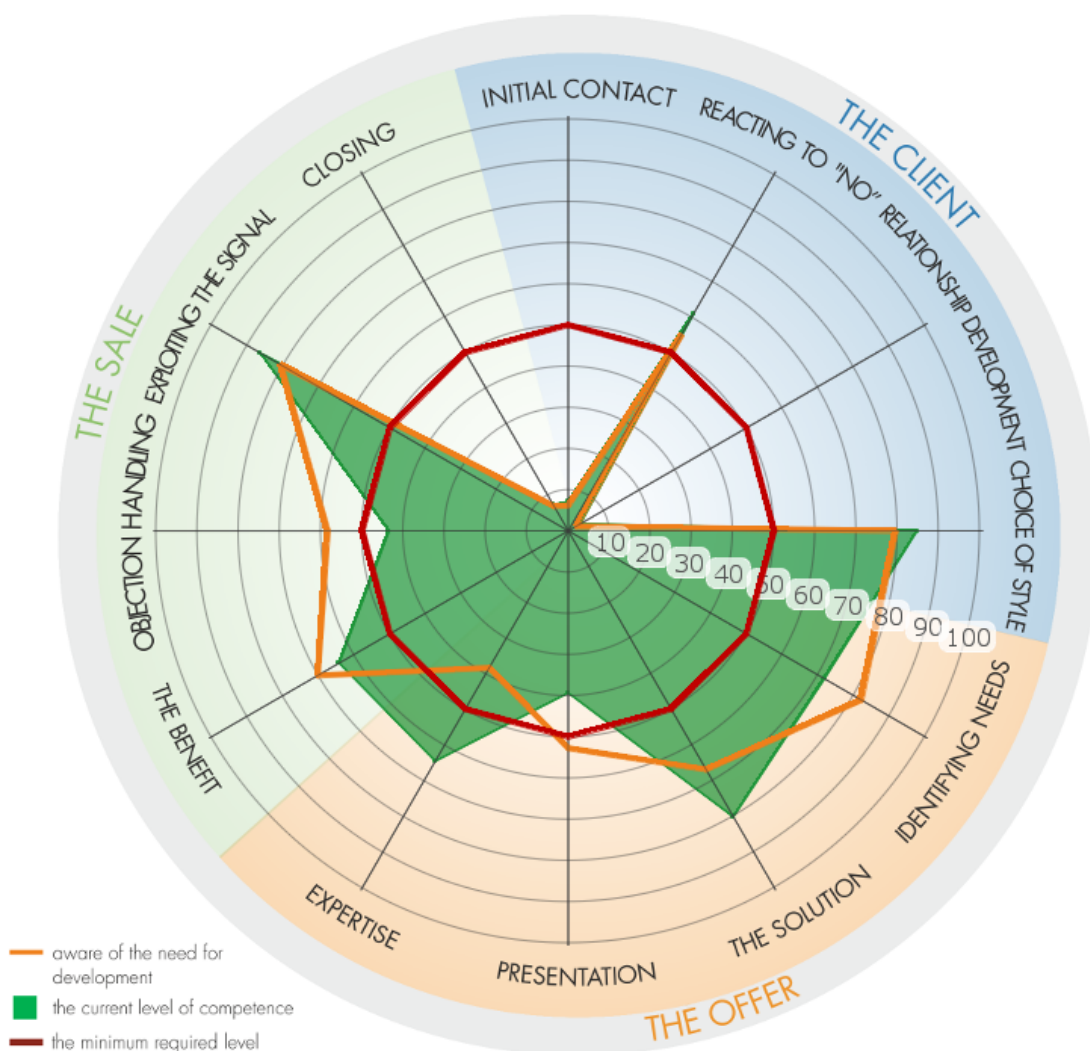
- sufficient data consistency

#### NEED TO SUCCEED

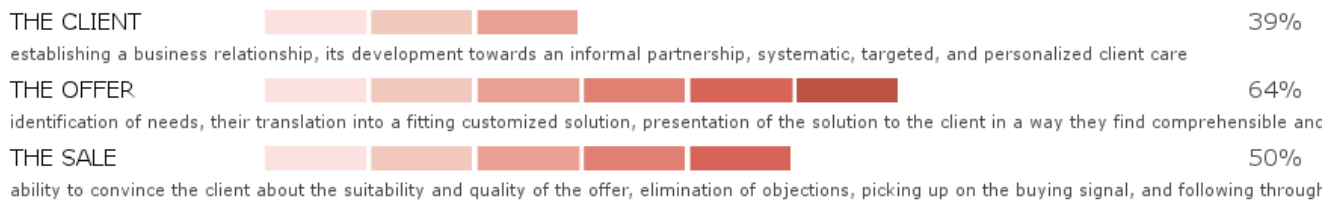
- sufficient openness of answers

### OVERALL REPRESENTATION OF SALES COMPETENCES

Overall concordance of current competence level with required minimum: 75 %



## 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"> <li>training aimed at professional behaviour, business etiquette, and work with first impressions</li> </ul>
2	<ul style="list-style-type: none"> <li>training aimed at acquisition phone calls, especially preparation, typology of questions, structure of the call</li> </ul>
3	<ul style="list-style-type: none"> <li>training aimed at techniques and procedures in closing a meeting, setting clear performance goals, and monitoring adherence to them.</li> </ul>