



hire a strong sales force

What is it?

The Profiles Sales Assessment™ (PSA) measures how well a person fits specific sales jobs in your organization. It is used primarily for selecting, on-boarding, and managing sales people and account managers.

The "job modeling" feature of the PSA is unique and can be customized by company, sales position, department, manager, geography, or any combination of these factors. This enables you to evaluate an individual relative to the qualities required to perform successfully in a specific sales job. It also predicts on-the-job performance in seven critical sales behaviors: prospecting, call reluctance, closing the sale, self-starting, teamwork, building and maintaining relationships, and compensation preference.

Profile Sales Assessment™ helps you:

- ✓ Motivate and increase performance of your sales force
- ✓ Evaluate an individual relative to the qualities required to perform successfully in a specific sales job
- ✓ Predict on-the-job performance in seven critical sales behaviors

The Profiles Sales Assessment™ is used to select and retain high performance sales people

Used for

The Profile Sales Assessment™ is used for:

- Selection and hiring
- Development
- Management
- Promotion fit/succession planning

The process

- Our experts help you develop performance models for your jobs using different proven methods.
- The candidate is asked to take the online assessment. The system instantly scores the assessment and sends the results to the customized contact person for each process.
- The hiring manager can use the results as a screening tool or to assist in the interviewing, selection, or on-boarding process.

Administered online or in paper form. Takes about 60 minutes.

One assessment, 8 different reports

- ✓ Performance Model Report
- ✓ Interview Guides
- ✓ Candidate Matching
- ✓ Individual Profile
- ✓ Strategic Workforce Planning
- ✓ Comparison Summary
- ✓ Summary Graph
- ✓ Individual Graph



Get started today!

Contact me to learn more about Profile Sales Assessment™:

www.profilesinternational.com