

The Sales Mastery Battery

All great people... but who will be the best sales professionals for your organization?

IDENTIFY, SELECT, DEVELOP, RETAIN ONLY THE BEST SALES PEOPLE FOR YOUR BUSINESS

We help organizations assess sales performance and potential for new and existing sales professionals. An objective assessment, combined with a clear development plan, gives the business the confidence that you are selecting and developing the right sales professionals. Sales Professionals appreciate knowing their strengths and developmental needs. They become more engaged and accountable for their sales proficiency development

This Sales Mastery Battery measures 27 essential sales attributes within 5 performance areas, namely:

- 1. Sales Aptitude:** Your ability to build strong customer relationships, understand customers' needs, develop solutions to meet the customers' needs, bring the sale to an appropriate close, and extend the relationship into a long term platform.
- 2. Emotional Intelligence:** The awareness and process of self-understanding and self-management; your ability to build relationships with others.
- 3. Reasoning (Critical Thinking):** (not IQ), Reasoning assesses how you evaluate information, approach problems and design solutions.
- 4. Applying Judgement:** The process of how you consider, make, and execute decisions and judgment calls.

See Sales Assessment Sample Report*