



Report designed for Performance Model

# Sample Business Development Manager

## Profiles Sales Assessment™ Performance Model Description

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Peoplogica  
www.peoplogica.com  
Level 15, 275 Alfred Street,  
North Sydney, NSW 2060

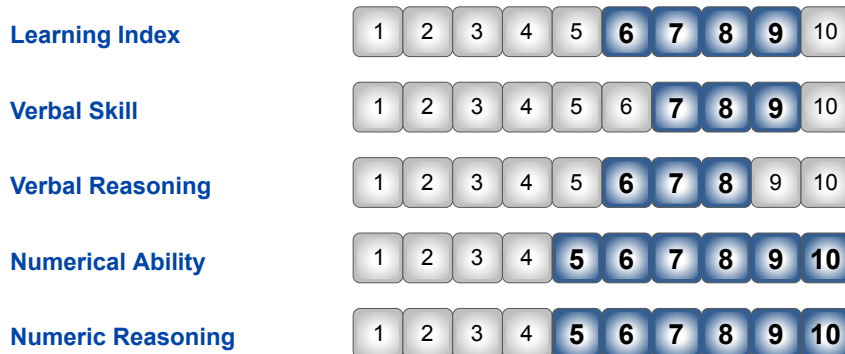
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## Introduction

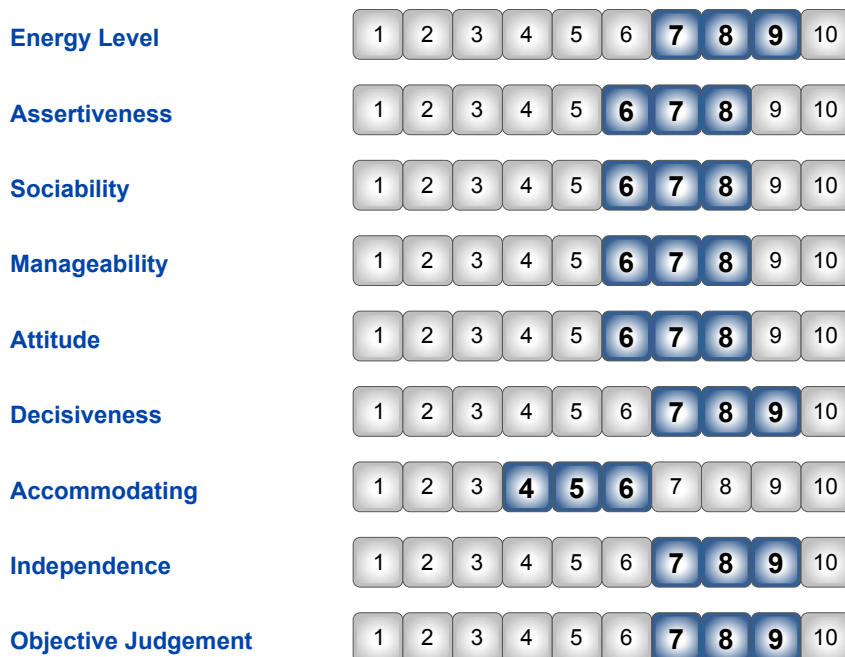
This report describes the employee whose scores are within the Performance Model for each scale. The Scale Description provides insight into the type of individual who will fit well into the Sample Business Development Manager position.

## Summary Graph

The shaded boxes represent the Performance Model for this position.



**Thinking Style**



**Behavioural Traits**

These are the top three interests for this Performance Model.

-  **Enterprising**
-  **Creative**
-  **People Service**

**Interests**

## Employee Descriptions

### Thinking Style Scales

#### Learning Index

Salespeople who can learn quickly and understand complex information without difficulty.

#### Verbal Skill

Salespeople who are capable of utilising an advanced vocabulary to describe, explain and market a product when communicating with a prospect.

#### Verbal Reasoning

Salespeople who interpret routine communications effectively with an ability to use more complex verbal information in presenting to prospects.

#### Numerical Ability

Salespeople who perform complex calculations on a regular basis and who are comfortable communicating complex data to clients and prospects.

#### Numeric Reasoning

Salespeople who can efficiently base their decisions on numerical data and who can communicate these data easily to clients and prospects.

### Behavioural Traits Scales

#### Energy Level

Salespeople who are active and can focus on several sales objectives at a time.

#### Assertiveness

Salespeople who will use a direct approach to selling but will also appreciate the more subtle aspects of sales negotiation.

#### Sociability

Salespeople who are social and motivated by the opportunity to present their ideas and products to new prospects.

#### Manageability

Salespeople who appreciate the details of procedures but can adapt their sales techniques when a situation calls for it.

#### Attitude

Salespeople who demonstrate a positive attitude about the outcome of a sale but will not let themselves be easily misled in the process.

#### Decisiveness

Salespeople who consistently respond to client's needs in a timely fashion and who can make quick decisions under pressure.

**Accommodating** \_\_\_\_\_

Salespeople who tend to be firm in addressing their sales goals but can adjust to a customer's needs to close a sale.

**Independence** \_\_\_\_\_

Salespeople who perform best when provided minimal structure and given the room to make decisions independently without their sales manager micro-managing their activities.

**Objective Judgement** \_\_\_\_\_

Salespeople who utilise data in order to make deliberate decisions based on the logical application of objectivity and practicality.

**Interests Scales**

**Enterprising** \_\_\_\_\_

Salespeople who are motivated by the competitive, fast-paced world of sales and management.

**Creative** \_\_\_\_\_

Salespeople who are motivated by the opportunity to use their creativity to produce products or innovative ideas.

**People Service** \_\_\_\_\_

Salespeople who are motivated by a position that offers the opportunity to help others or provide some facilitative service.