

# Profiles Sales Assessment™



**Profiles Sales Assessment™** is an effective tool to recruit, select, and develop a high performance sales organization. This comprehensive assessment is used for selecting, training, and coaching salespeople to become more productive and successful. Using Profiles Sales Assessment™ gives sales managers the power to lead and focus on the specific needs of each salesperson.

<b>PURPOSE</b>	Select & Retain high performance salespeople
<b>MEASURES</b>	Key qualities that make successful salespeople: <ul style="list-style-type: none"> <li>• 20 Performance Indicators</li> <li>• 7 Critical Sales Behaviors</li> </ul>
<b>TIME TO TAKE</b>	Less than 60 minutes No administrator or proctoring required
<b>CUSTOMIZABLE</b>	Develops Peek Sales Performance Models by: <ul style="list-style-type: none"> <li>• Company</li> <li>• Sales Position</li> <li>• Manager</li> <li>• Geography</li> </ul>
<b>USED FOR</b>	<ul style="list-style-type: none"> <li>• Selection &amp; Hiring</li> <li>• Management</li> <li>• Promotion Fit / Succession Planning</li> </ul>
<b>REPORTS</b>	<ul style="list-style-type: none"> <li>• Performance Model Comparison</li> <li>• Interview Guides</li> <li>• Strategic Workforce Planning</li> <li>• Candidate Matching</li> <li>• Individual Profile</li> <li>• Comparison Summary</li> <li>• Summary Graph</li> <li>• Individual Graph</li> </ul>
<b>VALIDATION STUDIES</b>	1999, 2000, 2001, 2003, 2005, 2006, 2007, 2008, 2010, 2011
<b>ADMINISTRATION</b>	Internet or Paper/Pencil
<b>SCORING</b>	Internet