

Assessments

What we offer:

Comprehensive assessment battery to:

1. Hire Sales Champions
 - a. Want to know if your sales candidate will actually deliver results?
 - b. Want to ensure a good job fit between your sales candidate and your unique sales culture?
 - c. Need to know a sales candidates area of development before you hire them?
2. Develop existing salespeople
 - a. Need to get a salesperson to meet their sales goals?
 - b. Want to find out if they can be motivated?
 - c. Need to find out why they're not meeting their sales goals?
 - d. Need to discover what to do with a non-performer?

Experience:

We have experienced assessment consultants who can help you answer these and many other questions you have about sales candidates and existing salespeople. Our consultants have years of experience in the analysis of salespeople to understand what makes a Sales Champion. Each consultant has the following certifications:

- CPBA – Certified Professional Behavioral Analyst
- CPVA Certified Professional Values Analyst

We interpret the results to help you make the best possible hiring or developmental decision about a particular salesperson.

Process:

Using assessment tools is 1/3 of the hiring process. They are to be used in conjunction with background checks and interviews. We recommend multiple interviews with multiple people.

All of our assessment tools are

- Valid – they measure what they claim to measure
- Reliable – You can expect consistent results
- EEOC Compliant – They measure things that are directly related to the job

Web-Based: Assessments are web-based so you can have 24/7 access to assess anyone at any time anywhere in the world.

Instant Results: No waiting! Once completed on-line, you will instantly receive the results in your e-mail inbox.

Easy to Use: You only have to know how to do 2 things:

1. Send an e-mail
2. Make a phone call

We do the rest!

Start Immediately: We can set-up your on-line account right away and get you started using our systems for hiring new salespeople; assessing poor performers; identifying developmental areas; determining the best role for an existing salesperson; bolster your sales training program or personal development training; etc.

