

Corporate Capabilities

Resolution Systems, Inc. Corporate Capabilities

Resolution Systems, Inc. is a sales recruiting, training, and consulting firm located in Greensboro, North Carolina. Founded on the principle that Human Performance is the fundamental determining factor of sales success, RSI implements a proven system for recruiting, refining, and retaining Sales Champions.

The 3 Rs of Resolution Systems, Inc.

Recruiting—There are two branches of the recruiting function. First, is the internal hiring function. RSI believes that in order to make effective choices about salespeople, hiring decisions need to include the use of their proprietary assessment tools, in addition to background checks and interviews. RSI provides sales organizations with the capacity for instantaneous results on their candidates.

The second branch of recruiting is RSI's full-scale recruiting services. Using the Blueprint of a Sales Champion model (taken from the book of the same name), RSI handles the entire process from placing the ads to delivering Sales Champions.

Refining—All salespeople need to grow, even Sales Champions. RSI refines existing salespeople using the same assessment format used for hiring. The objective data provided to the sales leadership allows for accurate development for individual salespeople. This information about the salesperson's success attributes is the key to allowing them the opportunity to continue their professional growth.

In addition to the assessments, RSI conducts integrated, customized sales training to sales organizations, giving them the ability to perform at greater levels. These programs go well beyond traditional skills-based offerings. The goal is not to give salespeople a burst of new information or techniques. It is to provide a foundation for engraining the principles into everyday patterns. Repetition and follow-up are keys to effective and thorough change.

RSI also provides customized sales training to organizations needing specific areas addressed. As each sales organization is unique, RSI creates programs to assist the sales leadership in speaking directly to the concerns of the client. These customized programs cut out attending useless seminars that offer no benefit to the participants.

Finally, RSI provides Assessment Interpretation/Coaching Programs aimed directly to targeted salespeople. RSI is certified to analyze the feedback from the assessments and provide individual action plans to maximize the development process. These programs are typically conducted with complete sales teams, as well as one-on-one, accelerating the refining steps necessary to encourage growth.

Retaining—Keeping the best salespeople around after they've been hired is one of the most important jobs of a sales organization. It is primarily the sales leadership's responsibility to ensure that turnover rates are low. RSI offers Sales Management Training to give sales leadership a greater understanding of their roles within the company and the tools with which to do their jobs more effectively. When sales leaders know themselves and know all the players on their teams, they can react to situations in the fluctuating business environment that will allow them the greatest return on their investments in salespeople.



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