



Sales Indicator

Find the right people for success in sales careers!

Sales Indicator is extremely useful when trying to identify people with the attributes for success in sales careers. By measuring factors such as competitiveness, persistence, energy and sales drive, you can gain the competitive edge by assembling the most effective and profitable sales force!

The assessment also predicts a candidate's ability in seven critical sales behaviours:

- Prospecting
- Closing Sales
- Call Reluctance
- Self Starting
- Teamwork
- Building and maintaining relationships
- Compensation preference

Administered on the internet in less than 20 minutes, you will receive two comprehensive reports including:

Management Report

- Provides feedback for selection of possible candidates, coaching, and training needs

Individual Report

- This report provides the Individual in question self improvement areas