

Sales Indicator™

The **Profiles Sales Indicator** is an excellent tool for identifying people with the attributes for success in selling. By measuring factors such as competitiveness, persistence, energy, and sales drive, this assessment helps you build a more productive and stronger sales force.

Measures:	The key qualities that make successful salespeople: <ul style="list-style-type: none">• Competitiveness• Persistence• Self Reliance• Energy• Sales Drive
Predicts:	Performance in these critical sales behaviors: <ul style="list-style-type: none">• Prospecting• Closing Sales• Call Reluctance• Self Starting• Teamwork• Building & Maintaining Relationships• Compensation Preference
Time To Take:	15-20 minutes
Validation Studies:	2000, 2001
Reports:	Management Report, used for selection, coaching, and training. Individual Report, for self improvement programs
Customizable:	Customizes Job match patterns by: <ul style="list-style-type: none">• Company• Sales Job• Manager• Geography
Administration:	Internet and/or Paper/pencil
Scoring:	Internet