



how can SalesAssessement.com help your business?...

online sales talent assessment ← ...



...maximize sales revenue...

...maximize sales ROI



...drive strategic sales change...





...solutions for sales leaders,
human resources and
learning & development...



... assess the potential
and development
needs of your team...

...here are just a few of the ways SalesAssessment.com
can help you grow a thriving sales organization

Achieving your key business goals

Ask any CEO what they want from their Sales organization and they will tell you three things: more revenue from individuals and the team as a whole, a better return on the organization's investment in sales talent, and sustainable long-term growth.

Here at SalesAssessment.com we specialize in enabling clients to achieve each of these key business goals. With the help of our unique talent assessment and analysis tools, we enable our clients to:

- maximize their revenue by providing a uniquely dependable route to recruit and develop top sales performers with increased confidence and reduced risk;
- maximize the profitability of their sales organization by optimizing talent and performance; and
- drive and support strategic sales change initiatives that underpin long-term, sustainable growth.

How we can help you drive sales performance

SalesAssessment.com focuses exclusively on the Sales space, and specifically on Sales Talent, which means we can help your organization do three things very well:

1. hire high-performing talent for your specific sales roles, ensuring you have the 'right people in the right roles';
2. assess the development potential and needs of both your existing sales team and prospective new hires; and
3. continuously optimize your team for evolving market conditions and drive radical change where necessary.

By ensuring you have the right person for the job in each sales role within your sales organization – developed to their maximum potential – SalesAssessment.com enables you to drive up the overall performance of your team. At the same time, by providing the facility to focus development on individual team members, precisely when and where it is needed, we offer a clear blueprint for maximizing the return from the sales organization while aligning it to evolving market conditions.



...hire the *right* person
for the *right* role...



... structure your
team for a
changing market...

Placing the *right* person in the *right* role

How do we do this?

Our **Sales Talent Assessment** offering tells you all you need to know about a current member of the sales team or a prospective new hire in terms of their revenue performance potential.

Sales Talent Assessment is a robust and highly predictive, online assessment and analysis tool that compares an individual's profile with that of a global High-Performer in the same role. Entirely objective, it is of course independent of age, gender and ethnicity,

Not only does the **Sales Talent Assessment** tell you whether a candidate can do the job required, it also measures their potential to grow within that role.

Results are presented in the form of clear graphical and narrative reports, providing line managers with detailed analysis of how a person is predicted to perform in any given sales role. The reports are easy to interpret yet contain a wealth of diagnostic detail, allowing managers to drill down into the key factors that underpin an individual's performance potential, as part of the development planning or interview process.

Why our clients choose SalesAssessment.com

When you consider that our clients report highly significant revenue uplift for a High-Performer compared with an average member of the team, it's no wonder that they are using SalesAssessment.com to help them hire and develop the right people for their Sales organizations.

Here's what some of them have to say...

"The Sales Talent Assessment High Performer benchmark really does work – when a candidate's Sales Talent Assessment results indicate that they are a High Performer – then their revenue performance fully backs that up. We now use Sales Talent Assessment throughout QlikTech Europe for development – to ensure our budget is spent on the areas that generate most return – and for recruitment, to ensure that every new hire raises the performance bar for the sales force as a whole."

Anna Kjellberg, VP Global HR and People Dev, QlikTech

"The reports have enabled the management team to address the developmental needs of each member of the team individually and assist them in maximizing their sales potential."

Karen Botma, National Sales Manager, OmniMed (Pty) Ltd



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SALESASSESSMENT.COM LIMITED

AMERICAS

SalesAssessment.com Limited, 1800 JFK Boulevard,
Suite 300, Philadelphia, PA, 19103, USA

t: (888) 991-9891

e: inquiries@salesassessment.com

www.salesassessment.com

EMEA

SalesAssessment.com Limited, Longcroft,
Church Lane, Arborfield, RG2 9JA, UK

t: +44 (0)207 078 8818

e: enquiries@salesassessment.com

www.salesassessment.com

RUSSIA

SalesAssessment.com, Office 4, 7 Maliy
Kharitonievskiy pereulok Moscow Russia
Zip Code 107078

t: + 7 495 6430911

e: enquiries@salesassessment.com

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