

Profiles Sales CheckPoint™

The Blueprint to the Perfect Sales Person

Profiles International®

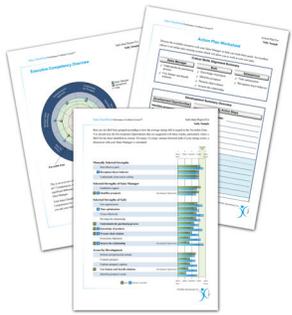
Sales CheckPoint™   ProfileXT®   Profiles Sales Assessment™   Profiles Managerial Fit™   CheckPoint 360°™   Profiles Performance Indicator™   Customer Service Profile™   Step One Survey II®

# Profiles Sales CheckPoint™

Every sales leader deals with challenges, but not all of them deal with challenges effectively. The changing economic landscape dictates that businesses run an efficient sales machine to optimize performance, and leave no stone unturned in getting to that valued “Yes!”

The Sales CheckPoint™ is the perfect tool to help sales leaders identify critical gaps in sales skill sets, expectations, and performance—quickly and easily, allowing the sales leader to allocate their most precious of resources (time) to strengthening their sales force and achieving goals.

Profiles Sales CheckPoint™ helps you precisely target developmental needs, enable more effective coaching and communication, align sales priorities, and improve productivity and retention.



**Identify** key competency gaps in a matter of minutes. You won't waste time on hard to read, complex reports.

**Develop** training that targets crucial developmental gaps, avoiding the traditional “one size fits all” sales training that leaves many underperforming.

**Align** your organization's expectations and goals with your sales people, whose priorities are often much different from your own.

**Improve** productivity and retention by creating a better job fit, addressing your sales person's weaknesses, and maximizing their strengths.

**Get started today!** Identify and make the changes you need easily, quickly, and effectively.

# Identify & Align Competencies

Sales CheckPoint™ measures 7 Universal Sales Competencies:

- ⇒ Entrepreneurial approach
- ⇒ Understands the prospect
- ⇒ Develops appropriate solutions
- ⇒ Prospects proactively
- ⇒ Manages selling process
- ⇒ Closes the sale
- ⇒ Manages sales relationships

Profiles International has over 20 years of experience serving more than 40,000 organizations worldwide. We use this expertise to develop reliable, validated solutions addressing your key talent management issues, delivering immediate results via clear, actionable reports and dedicated customer service.

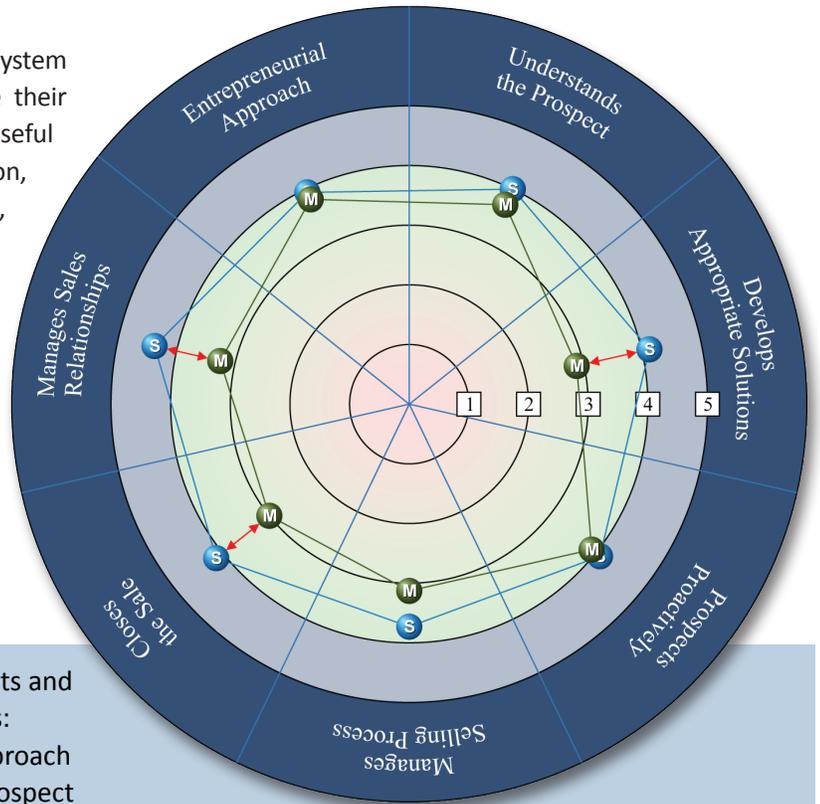
# Capitalize on your Sales People

## Assessment Overview

The **Profiles Sales CheckPoint™** is a 180-degree feedback system that helps sales managers evaluate sales people, surface their development needs, and align sales priorities. It provides useful information to support better coaching and communication, leading to higher sales person productivity and satisfaction, and lower turnover.

## Purpose

The **Profiles Sales CheckPoint™** is a tool used to help sales people improve their selling abilities. The sales person receives feedback from their sales manager which is compared with their own feedback. The combined feedback outlines perceived abilities in skills deemed critical to success in selling and other important skill sets.



### MEASURES

- 19 Supporting Skill Sets and 7 Sales Competencies:
- Entrepreneurial approach
  - Understands the prospect
  - Develops appropriate solutions
  - Prospects proactively
  - Manages the selling process
  - Closes the sale
  - Manages sales relationships

### THE PROCESS

- Using A survey:
- The sales person completes a self-evaluation
  - The sales Manager rates the sales person

### TIME TO TAKE

15 minutes for each participant

### REPORTS

- Individual Feedback Report speaks to the sales person
- Management Report speaks to the sales manager
- Management Summary Report
- Individual Comparison Report
- Management Comparison Report
- Management Summary Comparison Report
- Executive Overview

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