

SALES ASSESSMENT.COM

How to internally grow an organization!

By using a detailed and comprehensive sales force analysis, **SalesAssessment.com** is one of the best ways to help internally grow an organization. It can help organizations maximize revenue and profitability as well as drive and support strategic change initiatives with data to ultimately promote sustainable, long-term growth. Instead of using basic psychometrics which cannot be role specific, require feedback and interpretation from qualified consultants, and have no standard for what good looks like, **SalesAssessment.com** provides role specific talent assessment in a way that is specifically designed to be used by business managers to identify their sales talent's developmental needs as well as their organizational fit in their given role. Additionally, **SalesAssessment.com** has a standard for what good looks like by comparing individuals against global benchmarks in order to give business managers the best feedback. To do this, **SalesAssessment.com** uses **three key tools**:

- **Sales Performance Dashboard,**
- **Sales Talent Dashboard,**
- **Sales Talent Assessment.**

The **Sales Performance Dashboard** is useful for business managers to identify, visualize, and understand sales talent issues by pinpointing high performing sales talent who give an organization a competitive advantage while highlighting employees that competitively disadvantage the organization. This allows managers to strategically invest in and seek to retain employees who perform above global averages and will improve the long-term growth of the organization

The **Sales Talent Dashboard** is used to compare up to 25 people in the same sales team or sales role so managers can quickly identify exactly what common development needs teams share in order to smartly invest in their sales forces. This highly detailed analysis works at all levels of an organization to identify a team's growth potential and maximize the return on investment.

The last tool **SalesAssessment.com** uses is the **Sales Talent Assessment**. This tool analyzes an individual's Behavior, Critical Reasoning, Motivators and Skills against a global benchmark that is specific to the individual's role in the organization. It then gives managers an in-depth developmental analysis which accurately identifies which employees can deliver exceptional results in a given role and what employees need training to make them become high performers within the organization. The Sales Talent Assessment even goes a step further by giving managers a specific breakdown of whether an employee needs behavioral training for a sales role or needs to hone, or expand, their skills to become a high performer in the organization.

Overall, **SalesAssessment.com** is the best way for managers to analyze their sales talent and make smart investments in the people of their organization. With the ability to analyze 20 specific sales roles within a given organization - such as the Sales Leader, Sales Manager, Enterprise Channel Manager, and the Key Account Manager - the tools of **SalesAssessment.com** are crucial to help organizations better utilize high performing employees by providing managers with actionable talent analytics to smartly invest in a company's best and most competitively advantageous asset, people.

Unleash greater performance at **SalesAssessment.com** today!