



## SalesMax for Selecting Salespeople

**SalesMax for Selecting Salespeople**  
helps identify salespeople who:

*Have The Potential To Perform In The Top  
Fifty Percent Of A Sales Team*

*Have Personality Characteristics Which  
Impact Sales Success*

*Understand Effective Strategies In  
Relationship Selling*

*Are Motivated More Closely By A  
Company's Compensation Or Commission  
Plan*



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### IDENTIFY

superior sales performers in:

- ▶ Business to Business Sales
- ▶ Vertical Markets
- ▶ Niche Markets
- ▶ Tangible Products
- ▶ Intangible Products
- ▶ Service Sales

### MEASURES

key dimensions of the sales personality:



#### Energy Level

Enthusiasm, hard work and visible effort

#### Follows Through

Completes tasks, while following through on commitments

#### Self Reliance

Takes charge and gets things done

#### Resilience

Able to handle rejection and criticism

#### Responsibility

Serious minded, businesslike and professional

#### Optimistic

Positive, optimistic outlook and weathers adversity well

#### Sociable

Outgoing, enjoys client/customer contact

#### Assertiveness

Possesses a confident sales presence

### SalesMax is.....

#### Validated

**Predictive** of sales success potential

**Designed** to compliment the selection process

**Helpful** by providing suggested interview questions

**Beneficial** by highlighting strengths and weaknesses

**Easy** to customize and validate for your organization

**PC** based, reports are produced immediately on-site

