



# SALESPRO™

SALES POTENTIAL PROFILE

The **SALESPRO™** identifies the individual's fit to sales positions ranging from service based selling to competitive selling and has been used in a wide variety of sales cultures including high tech, automotive sales, financial services and many others.

## SALESPRO™

- Improves the retention of your sales professionals
- Helps to match sales professionals to sales managers
- Develops a customized recruiting and selection process
- Builds top performing sales cultures
- Includes a complimentary Profile Administration Center (PAC)

The **SALESPRO™** is used to select, develop and retain sales professionals involved in a sales process that requires building a long term client relationship. The **SALESPRO™** provides sales management with a prediction of potential, interview questions, training requirements and coaching suggestions.

**SELFMANAGEMENT**   
GROUP  
SELECT | DEVELOP | RETAIN | TOP PERFORMERS

# Identify Individuals Who Thrive in Building Client Relationships

## Selection & Performance

In an increasingly competitive business world more and more successful sales organizations have adopted the **SALESPRO™** to identify and select the candidates most likely to perform at a high level in a relationship sales environment. The **SALESPRO™** provides an assessment of the candidate's potential to be proactive in sales and relationship management. **SALESPRO™** also measures the individual's achievement motivation, the need for challenge and/or money versus the need for relationships or safety and security. It measures dependence versus independence and the need for structure in the sales role.

## Retention

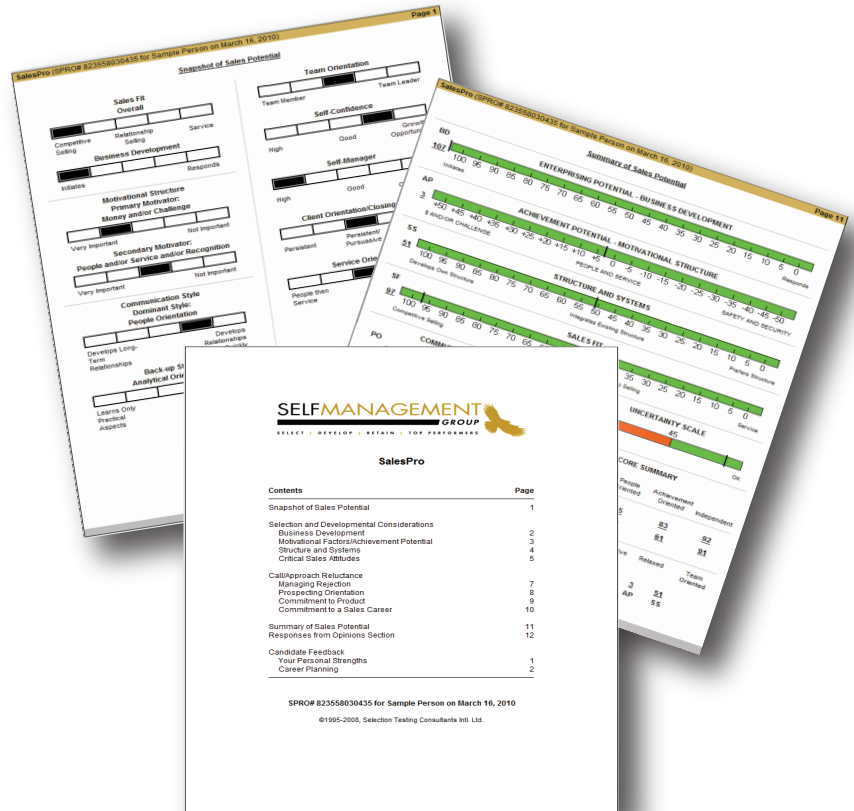
Once a candidate has been selected, the **SALESPRO™** provides invaluable information to the key retention issues; fit to the manager and to the environment.

## Training and Coaching

Provides insights based on the individual's strengths and characteristics into the best training and coaching strategies in key areas such as the individual's closing style, people orientation, self confidence, need for feedback, need for structure or independence.

## Performance

**SALESPRO™** also identifies self confidence, prospecting orientation, ability to manage rejection and commitment to a sales career.



## SELF MANAGEMENT GROUP

The **Self Management Group** is a world leader in screening, selecting, developing, and retaining top performers. For over 35 years, the **Self Management Group** has partnered with leading companies to develop high performance, self managed organizational cultures.

For more information about the **SALESPRO™** and the **Self Management Group's** other profiling and training systems please visit [www.selfmgmt.com](http://www.selfmgmt.com) or call 416.746.0444.