



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



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