



Candidate Information

Candidate : Sample Candidate

Email : candidate_email@mail.com

Assessment Profile:

Project Name: Sales Consultant - Sales Professional 7.0

Completion Date: 01-02-2019

Disclaimer :

Information enclosed on these pages is confidential in nature and is intended only for the person(s) to whom it pertains or other authorized individuals. You must not rely on the information in the report as an alternative to certain advice from an appropriately qualified professional. If you have any specific questions about any specific matter you should consult an appropriately qualified professional.

Sales Professional 7.0

Instructions

This report is confidential and its contents are intended to assist in the prediction of an applicant's work behavior. If you would like more information about this interpretive report or other products that SHL offers, please contact your account representative.

Overall Score



Percentile

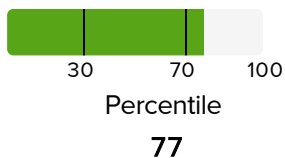
99

Recommended

Details

Tolerance of Sales Pressure

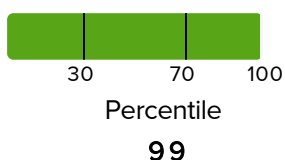
This measures the tendency to be comfortable with the constant pressure associated with meeting competitive sales goals. This trait is characterized by: being motivated and excited by sales expectations; showing confidence when negotiating and influencing; and being goal-driven.



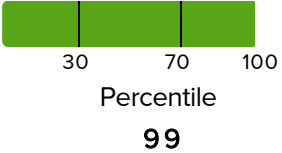
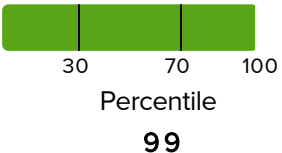
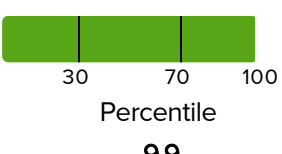
The candidate is likely to remain calm and relaxed under high levels of sales pressure. He/she is likely motivated and excited by sales expectations rather than stressed out by them, indicating that his/her performance will not be adversely affected by the stress of the workload and/or work situations. The candidate will feel confident when negotiating with and persuading customers, and will more often than not close the sale in high pressure situations.

Achievement

This component measures the tendency to set and accomplish challenging goals, while persisting in the face of significant obstacles. This trait is characterized by: working hard; taking satisfaction and pride in producing high quality work; and being competitive.



The candidate is likely to set challenging goals and will persist despite obstacles. The candidate will tend to show a high level of pride in his/her work, striving for excellence even over prolonged periods of effort. The candidate is likely to be highly competitive and intense in approaching his/her work. The candidate is motivated to accomplish goals, regardless of the timeframe or difficulty level.

<p>Customer Focus</p>	<p>This is a measure of the tendency to show persistent enthusiasm when interacting with customers. This trait is characterized by: apologizing sincerely for inconveniences; being patient; tolerating rude customers calmly; and searching for information or products for customers.</p>
 <p>30 70 100 Percentile 99</p>	<p>The candidate is likely to be competent and courteous by communicating effectively, showing persistent enthusiasm in customer interactions, and giving customers full attention. The candidate is also likely to tolerate rude customers calmly, find solutions for customer problems, and remain cheerful throughout the workday.</p>
<p>Professional Potential</p>	<p>This is a measure of the tendency to have potential for professional success across industry type and functional area. This is characterized by scores that are derived from responses to questions regarding academic and social background, and aspirations concerning work.</p>
 <p>30 70 100 Percentile 99</p>	<p>The candidate's response profile concerning past achievements, social orientation, and work orientation is highly similar to the profiles of highly effective professionals. The good match between the profiles suggests that the candidate is likely to be successful in a professional position.</p>
<p>Sales Focus</p>	<p>This is a measure of the attributes related to success in sales jobs. Sales Focus is characterized by: persistence for overcoming obstacles in order to close a sale, desire to pursue aggressive goals and achieve results, and high levels of energy and stamina even after a hard refusal/rejection.</p>
 <p>30 70 100 Percentile 99</p>	<p>The candidate is more likely than other candidates to put in extra effort to persist in overcoming challenges and demonstrate urgency for getting things done, especially when trying to close a sale. The candidate tends to show a desire to achieve results and exceed expectations, and works hard to accomplish challenging goals. He/She is likely to work quickly, enjoy a busy schedule, and bounce back quickly after a hard refusal or rejection.</p>