



Sales Assessment: The Right People in the Right Positions

So you have a sales team, and they seem to be doing all right, but do you have questions about their performance? Questions like:

- How is your sales team performing?
- Is your sales team realizing their true potential?
- Do you have the right people in the right positions in your sales team?
- Are there areas in which your sales team struggles?
- Is your sales plan realistic?
- Are you managing your team effectively?

These sales assessment questions are important, and it is crucial that you know the answers to these and questions like these as you work to develop your sales team.

We Can Help

Our GDI sales assessment programs can help you find the answers to these questions and more, as your team works to tackle the volatile marketplace of competition.

The unique characteristic of our GDI Sales Dynamics Assessment® is that it is not only a pre-selection tool...helping you evaluate and hire the right people for your sales team, but it is also a developmental assessment tool. This tool shows you if your team is exhibiting and utilizing their best:

- Skills
- Characteristics
- Abilities

This information is vital as you work to retain your current customers and further develop your business. Additionally, this tool gives you a picture of where your sales team is in a very employee-friendly way.

Crucial Information for Team-Management and Hiring

As you observe and make decisions on potential candidates, our sales assessment program can help you easily understand both their skills and limitations. That way, you have a full understanding of what you will be working with in your future sales team. Having the best sales talent in place produces better results and ultimately, sales professionals who will stay with the company longer.

After taking advantage of our sales assessment evaluation, GDI provides you with:

- Direct Feedback and Recommendations
- Performance Plans for Development

When GDI's sales assessment program is utilized with your existing sales team, you will have accurate and valuable information necessary to encourage, coach, grow and manage your sales team. Additionally, you will have the knowledge of the things you may need to change or adjust in your organization and sales team in order to more successfully meet your sales goals. If you are looking for world-class solutions to support selection, performance and retention of the most effective sales team, or you desire to increase your company's sales by optimizing customer retention, call us at (877)434-2677 to find out how Growth Dynamic can provide a solution for you.