



## Sales Team Selection for Your Business

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If you are a new business, it is important that you hire a sales team that has the ability to develop your organization and attract and retain clients. It is also important to please those employees who are top performers and keep them with your company. Your organization should be able to easily evaluate the skills and limitations of both potential and current employees. Having the right people working for your organization is critical to help ensure overall success. Hiring people who are the right fit can help your company grow and should reduce the turnover rate of sales employees.

Growth Dynamics' Sales Dynamics Assessment® is a revolutionary sales team selection tool that allows your organization to evaluate potential and current employees. Using the tool at both stages helps you develop and maximize your sales team's potential. This is extremely important if your company wants to be a sales leader in your industry.

The Sales Dynamics Assessment identifies key employee behaviors that help them effectively contribute to the success of the company. It helps identify the traits that an ideal employee will have. It will give your company the tools it needs to make sure it is retaining those employees who fit the best and coaching those who need help toward improvement.

Growth Dynamics' goal is to help you hire those potential employees who have the characteristics and work ethic to take on a sales role within your organization with minimal training and guidance. If you pick the "right" people, your productivity will rise and the overall performance of your sales team will increase.

This sales team selection tool is to help you drastically lower turnover. The Sales Dynamics Assessment will guide your organization in hiring those potential employees that will be the right fit for the company.

Hiring and retaining employees is no longer simply a human resource function. Human resources must work together with the sales management team to create a hiring process that will result in new employees who have the characteristics of a top performer. This cooperation can help your organization overcome the challenges of growth in a competitive sales environment.