



Sales Expert Report Sarah Sample



Professional
Styles

About this Report

This report is based upon the Styles assessment, which explores an individual's motives, preferences, needs and talents in critical work areas.

The results are based on a comparison with a group of 311 individuals holding Sales roles and are presented on a 1 to 10 Sten scale.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perception. Our extensive research has shown this to be a good indicator of how people are likely to operate in the workplace. Nevertheless, due consideration must be given to the subjective nature of using an individual's self-perception in the interpretation of these data.

It should be remembered that the information contained in this report is potentially sensitive and every effort should be made to ensure that it is stored in a secure place.

The information contained within this report is likely to remain a good reflection of the individual's self-perception for 12-24 months, depending upon circumstances.

The report was produced using Saville Assessment software systems. It has been derived from the results of an assessment completed by the respondent, and reflects the responses they made.

This report has been generated electronically. Saville Assessment do not guarantee that it has not been changed or edited. We can accept no liability for the consequences of the use of this report, howsoever arising.


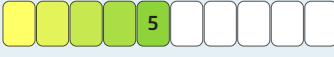
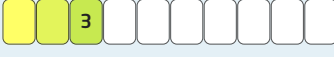

The application of this assessment is limited to Saville Assessment employees, agents of Saville Assessment and clients authorised by Saville Assessment.

Selling Styles Profile

Thought	1	2	3	4	5	6	7	8	9	10
Expert Analyst Sells based on up-to-date technical understanding of products and services						■				
Strategist Creates a shared understanding of the strategic imperatives that underpin a sale						■				
Influence	1	2	3	4	5	6	7	8	9	10
Persuader Sells by presenting the facts articulately and persuasively					■					
Negotiator Seeks to develop mutually beneficial deals with customers							■			
Adaptability	1	2	3	4	5	6	7	8	9	10
Resolver Builds trust, sorts out problems for customers and works to improve service delivery				■						
Relationship Builder Develops and maintains strong relationships with key customers and influencers								■		
Delivery	1	2	3	4	5	6	7	8	9	10
Administrator Ensures that things are done correctly and efficiently				■						
Driver Pushes ambitiously to get the highest possible results			■							

Sales Potential Indicators

The following report summarises Sarah Sample's greater or lesser potential against key performance indicators which underpin effectiveness across different sales roles.

Indicator	Potential
High Customer Contact Rate e.g. Initiating Contact; Following Up Leads; Maintaining Existing Relationships	 Average higher potential than about 60% of the comparison group
Developing New Business e.g. Developing Leads; Negotiating Deals; Using Creative Strategies	 Average higher potential than about 40% of the comparison group
Managing Existing Business e.g. Managing Accounts; Maintaining Service Levels; Upselling to Existing Customers	 Low higher potential than about 10% of the comparison group
Sales Leadership e.g. Making Decisions; Giving Direction; Motivating Sales People	 Fairly Low higher potential than about 25% of the comparison group