

# FinxS® Sales Capacity Assessment - Sales Roles Report **FinxS®**

This assessment is based on the responses given in the FinxS® Sales Capacity Assessment Questionnaire. This assessment should not be the sole criterion for making decisions about the individual. This report compares this person against each of the selected Sales Roles.

## Ewa Przykładna

Organization:

**XYZ Sp. z o.o.**

Date:

**19.10.2021**



## Sales Roles Summary Page

The FinxS® Sales Capacity Assessment calculates, for the respondent, a percentage match for each of the sales roles. The roles are ranked from highest to lowest. As you review the match percentages, remember that the scores reflect the respondent's current level of competence. With enough motivation and dedication, any competence can be developed in time. If Ewa so chooses, they have potential develop in all of the 18 sales competences.

### Sales Roles - Top Roles

These sales roles are presently the most comfortable to Ewa and create the best opportunities for success.

**72%**

Sales Forerunner

**69%**

Sales Innovator

**67%**

Sales Dealer

### Sales Roles - Potential Roles

At this time, these sales roles are more challenging to Ewa but with effort and ongoing development could become a fit.

**61%**

Sales Creator

**60%**

Sales Counselor

**57%**

Sales Revealer

**55%**

Sales Provider

### Sales Roles – Marginal Roles

Currently, these sales roles are the most difficult for Ewa and would require more significant improvements in several areas to become a fit.

**49%**

Sales Partner