

Sales Capacity Assessment



Created by salespeople, for salespeople

FinxS[®] Sales Assessment is a tool that supports recruitment and development of salespeople. It's the only competence assessment in the Polish market designed in particular for people with experience in sales.

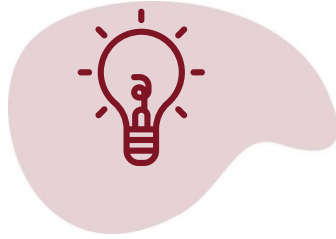
FSA measures **18 competences** which directly influence sales and shows the potential paths to their development.

The tool is available in **39 languages** and effectively used in **over 20 countries** in the world.

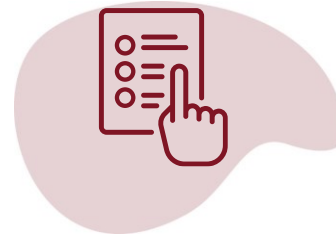


Watch 

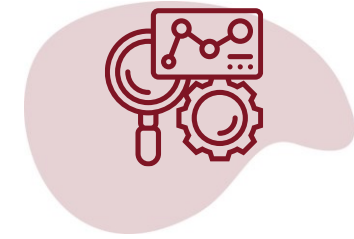
FinxS[®] Sales Assessment (FSA for short)



measures 18 key sales competences



measures the Excuse Index, or how much a salesperson likes selling



identifies the sales role that best fits a particular salesperson



supports the development and recruitment of salespeople



shows the strengths and areas for development of salespeople



Areas to apply FinxS[®] Sales Assessment

FSA is the only tool in the market which helps to determine the sales model of a business and the sales roles which best fit the model. This makes it possible for the tool to identify **the set of competences** appropriate for a particular business, department or even product, so that it can be used in many areas.



Strategic workshops
and consulting



Coaching and mentoring



Planning training
for salespeople



Recruitment
to the sales
department

Who is FinxS[®] Sales Assessment for?



FOR SALES DIRECTORS

- It helps them to get to know their salespeople better
- It explains why some people sell and others don't
- It improves the team's performance
- It helps deal with the shortage of candidates for sales departments



FOR SALES TRAINERS

- It provides a tried-and-tested work methodology
- It speeds up the development of salespeople thanks to its individual approach and specific knowledge about each of them



FOR RECRUITERS AND HR SPECIALISTS

- It helps make faster and more accurate recruitment decisions
- It reduces the costs of recruitment to the sales department
- It proposes a common language for HR and Sales to facilitate communication and cooperation



FOR TRAINING SPECIALISTS

- It supports the creation of even better development programs based on individual needs of salespeople



Why **FinxS**[®] Sales Assessment?

BENEFITS



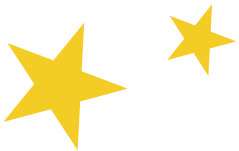
FOR BUSINESS

- More effective sales teams
- Less costly and faster recruitment process
- Lower dependence on the number of candidates in the market
- Lower salespeople attrition
- Rational investments in employee development



FOR SALES HEAD

- Better understanding of people and how to manage them
- Support in finding answers to the question:
Why isn't my salesperson selling?
- Better sales results
- Help in making difficult personnel decisions



What makes up the FinxS[®] Sales Assessment competence result?

FinxS[®] Sales Assessment consists in filling in a forced choice questionnaire. The salesperson indicates their attitude in different sales situations.

As a result, a report with the salesperson's profile in terms of the 18 key competences is created.



SALESPERSON'S ATTITUDE

PREVIOUS EXPERIENCE



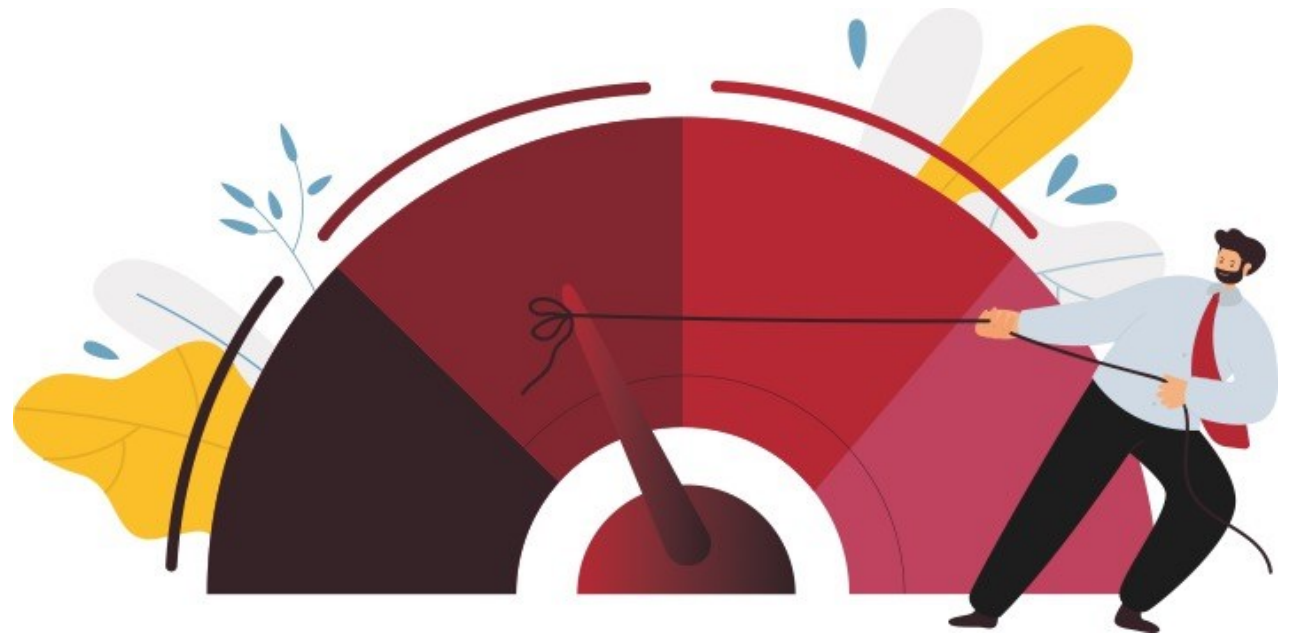
PERCEPTION OF ONE'S OWN COMPETENCE

The Excuse Index[®] shows how much a person likes to sell and how likely they are to find excuses. Not everyone is looking for and enjoys work in sales. Those who are not motivated or satisfied with selling can easily turn their attention to other tasks instead of concentrating only on sales activities.

FinxS[®] Sales Assessment directly shows the analysed salesperson's tendency to find excuses.

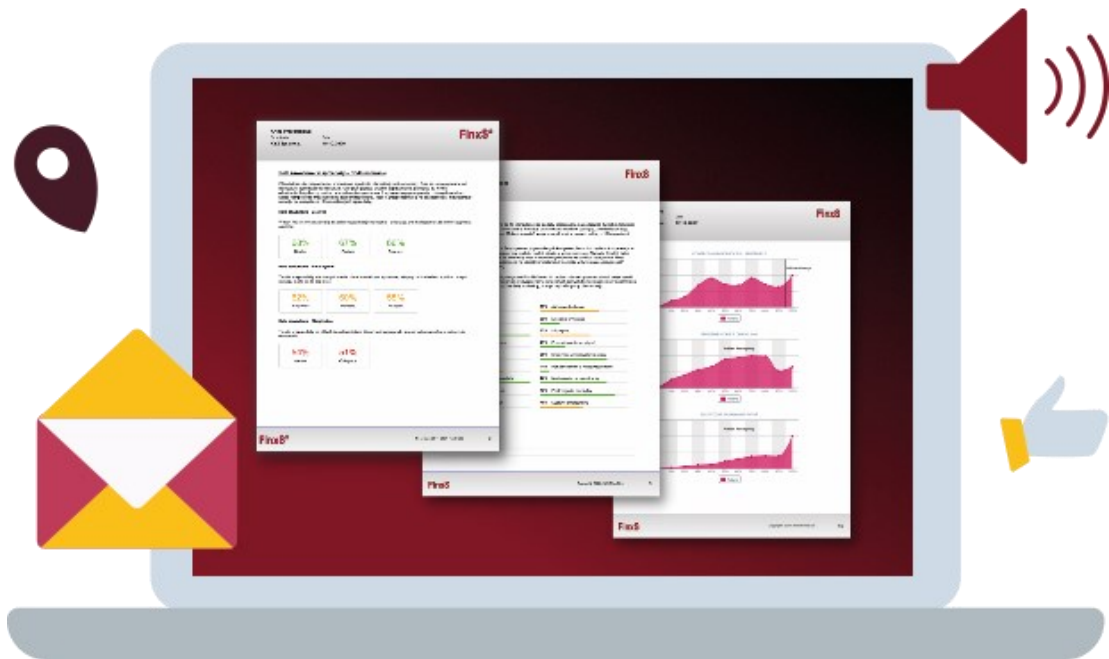
**The higher the index, the more the person is likely
to FIND EXCUSES**

**The lower the index, the higher the tendency to
ignore activities unrelated to sales**



FinxS[®] Sales Assessment contains individual and team reports as well as reports for sales managers. **All reports are included in the price of the tool.**

SAMPLE REPORTS



One result – various reports



The Development Report

It focuses mainly on competences, attitudes and development suggestions for the salesperson. It's used for planning training and career paths, as well as in situations where the expected sales results aren't met.



The Role Suitability Report

It contains information on the salesperson's suitability to each sales role and on their Excuse Index. It is used in recruitment and mentoring processes.



The Manager Report

It shows how competences correspond to the sales process and contains the competence benchmark, or how the salesperson looks like compared with other salespeople in Poland.

Individual results can be combined into a team report and create a team map.

Created by salespeople, for salespeople

Get to know a completely different approach to working with sales and make the first step towards better performance.

Case Study

Implementation of FinxS[®] Sales Assessment in one of the largest sales networks in Poland.

These companies have already found out how effective FinxS[®] Sales Assessment is:



READ





**FinxS[®] Sales
Assessment**

**DISC[®]
EXTENDED**


Feedback 360[°]


Salespeople's
competences

Talents,
predispositions
and behavior styles

Managerial
competences

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