

Sales Roles Summary / Sales Revealer

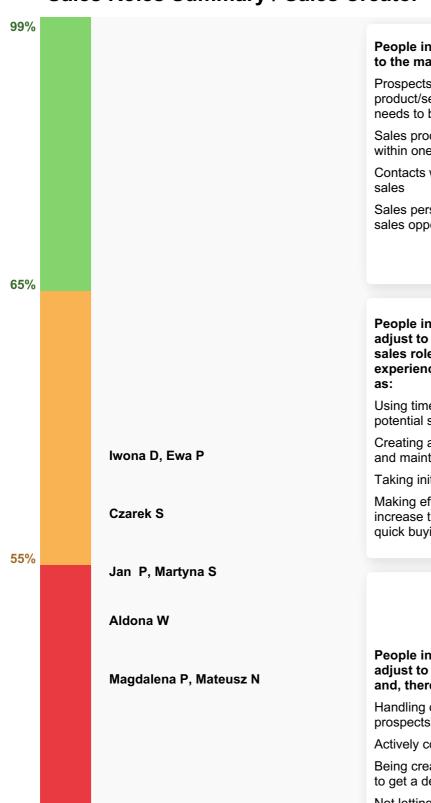








Sales Roles Summary / Sales Creator



People in this group find it EASY to adjust to the main requirements of this sales role:

Prospects need to be made aware of the product/service and a need for the product needs to be created

Sales process concludes quickly, usually within one or two sales calls

Contacts with clients remain after the initial sales

Sales person needs to recognize additional sales opportunities after the first sale

People in this group have POTENTIAL to adjust to the main requirements of this sales role although they may need experience and/or training in areas such as:

Using time effectively by having multiple potential solutions to proceed toward closure

Creating a long term relationships with clients and maintaining the service level they expect

Taking initiative to control the sales process

Making effective presentations that both increase trust and make it easy to make a quick buying decision

People in this group find it DIFFICULT to adjust to the requirements of this sales role and, therefore, have challenges with:

Handling objections in a way that increases prospects' trust in a sales person

Actively contacting new prospects

Being creative during the short sales process to get a decision as quickly as possible

Not letting failures affect motivation and level of trust in oneself



10%





Sales Roles Summary / Sales Forerunner









Sales Roles Summary / Sales Innovator









Sales Roles Summary / Sales Dealer









Sales Roles Summary / Sales Provider





10%



Not over-analyzing clients' needs



Sales Roles Summary / Sales Counselor









Sales Roles Summary / Sales Partner





