

Sales Management Assessments



Sales Readiness Group

Improve Sales Management Skills

Sales Readiness Group's in-depth sales management assessments help sales organizations improve the effectiveness of their sales managers.

Our sales management assessments have been developed specifically for sales managers and target 120 key sales skills and behaviors in the following areas:

- ▶ Communication and Interpersonal Relations
- ▶ Leadership, Motivation, and Supervision
- ▶ Time Management and Administration
- ▶ Problem-Solving and Decision-Making
- ▶ Training, Development, and Coaching
- ▶ Account Planning and Development

Our sales assessments can be customized to pinpoint the specific skills and behaviors that are most relevant to your sales managers. Our assessment consultants are available to work with you to interpret assessment results.

SRG's sales manager assessments are all designed as multi-rater assessments that can be configured as 180° or 360° assessments that can include assessments by self, peers, managers, and their direct reports.

SRG's detailed reporting and analytics allow companies to determine specific areas for improvement across their sales management team and for individual sales managers.



How You Will Benefit:

- ▶ Understand managers strengths and weaknesses
- ▶ Conduct comprehensive skills gap analysis
- ▶ Valuable management tool
- ▶ Benchmark team and individual skill levels
- ▶ Maximize effectiveness of development initiatives

Optimized for Sales Managers:

- ▶ 120 key sales skills and behaviors
- ▶ Customizable to your sales organizations unique needs
- ▶ Multi-rater sales skills assessment
- ▶ Automated online assessment technology
- ▶ Detailed reporting and analysis highlight areas for improvement
- ▶ Team summary reports
- ▶ Individual feedback reports.

Sales Readiness Group, Inc.

Toll Free: 1-800-490-0715
info@salesreadinessgroup.com
www.SalesReadinessGroup.com