

Sales DNA detailrapporten voor Bernd

Bernd is één van de toppers die we hebben gescreend en goedgekeurd ter introductie bij ICT & (high) tech bedrijven. Voor de meest voorkomende sales rollen bij onze klanten vindt hieronder de samenvattingen van de sales DNA detailrapporten die voor Bernd gelden.

- **New Product Field Sales** (gemiddeld complexe oplossingen; 70% new / 30% existing business)
- **Consultative Solution Sales** (complexe oplossingen; 70% new / 30% existing business)
- **Relationship Product Sales** (gemiddeld complexe oplossingen; 80% existing / 20% new business)
- **Relationship Solution Sales** (complexe oplossingen; 80% existing / 20% new business)
- **Specialized Solution Sales** (100% dedicated voor 1 specifieke business/software solution als sales of pre-sales)
- **Specialized Technical Sales** (100% dedicated voor 1 specifieke technical solution als sales of pre-sales)
- **Strategic Account Director** (beheer en optimaliseren van enterprise accounts waarbij je meerdere sales collega's bij jouw klant aanstuurt)
- **Sales Team Lead** (combinatie sales en team lead)
- **Sales Management**
- ~~Indirect sales~~ (channel management / partner account management)

De in het **vet** geschreven sales rollen komen bij Bernd het sterkst voor en worden beschreven als "*good fit*" omdat we voorspellen dat hij in deze rollen zeker succes zal boeken. En ja ... Ook wanneer hij in uw markt of met uw te verkopen oplossingen nog geen ervaring zou hebben. Bij de andere sales DNA rollen concluderen we "*possible fit*" omdat Bernd hierin ook succesvol kan zijn, mits een goede oplossing te hebben voor 1 à 2 competencies waarvoor hij zich begeeft in percentiel onder de 30. De doorhaalde sales rollen passen niet bij Bernd, vandaar de conclusie "*not a natural fit*".





Profile Fit

New Product Field Sales Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

New Product Field Sales Benchmark Competencies	Percentile Score
Achieves Results by Tailoring Message to Resonate with Buyer Motivations	50
Makes Persuasive Presentations	95
Qualifies Prospects for Fit	75
Addresses the Needs of Multiple Buyers	60
Tailors Style to Fit Customer Expectations	32

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.

Profile Fit

Consultative Solution Sales Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Consultative Solution Sales Benchmark Competencies	Percentile Score
Continuously Develops Sales Leads	88
Uses Standard Discovery Questions to Qualify Prospects	96
Makes Persuasive Presentations	95
Commits Extra Effort to Ensure Success	84
Advocates for Customers to Drive Results	68
Adapts Sales Approach to Match Buyer Motivations	52

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.





Profile Fit

Relationship Product Sales Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Relationship Product Sales Benchmark Competencies	Percentile Score
Overcomes Objections by Addressing Emotional Concerns	52
Closes by Building Relationships	40
Provides Service by Empathizing with Customer Concerns	80
Effectively Communicates in an Informal Manner	67
Drives Toward Success by Systematically Managing Accounts	89
Expands Relationships and Networks Within Accounts	64

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.

Profile Fit

Relationship Solution Sales Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Relationship Solution Sales Benchmark Competencies	Percentile Score
Tailors Style to Fit Customer Expectations	32
Solicits and Acts on Customer Feedback	43
Builds Business by Proactive Customer Contact	40
Measures Personal Success by Achieving/Exceeding Quota	90
Seeks Professional Recognition	60
Adapts Sales Approach to Match Buyer Motivations	52

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.











Profile Fit

Specialized Solution Sales Benchmark

Possible Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Specialized Solution Sales Benchmark Competencies	Percentile Score
Gains Commitment by Motivating Others	 13
Identifies and Addresses Customer Needs	 47
Commits to Continued Professional Development	 66
Maintains and Shares Market Trend Awareness	 42
Makes Persuasive Presentations	 95
Engages Others in Learning to Maximize Benefit from Purchase	 56

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.

Profile Fit

Specialized Technical Sales Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Specialized Technical Sales Benchmark Competencies	Percentile Score
Anticipates Obstacles that Could Impede Progress	 75
Identifies and Addresses Customer Needs	 47
Builds Credibility by Sharing Knowledge	 85
Maintains and Shares Market Trend Awareness	 42
Effectively Communicates in an Informal Manner	 67

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.





Profile Fit

Strategic Account Director Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Strategic Account Director Benchmark Competencies	Percentile Score
Champions Initiatives and Leads Change	98
Commits Extra Effort to Ensure Success	84
Proactively Mentors and Supports Others	88
Demonstrates Learning Orientation	52
Engages Others in Learning to Maximize Benefit from Purchase	56

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.

Profile Fit

Sales Team Lead Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Sales Team Lead Benchmark Competencies	Percentile Score
Continuously Develops Sales Leads	88
Uses Standard Discovery Questions to Qualify Prospects	96
Makes Persuasive Presentations	95
Commits Extra Effort to Ensure Success	84
Advocates for Customers to Drive Results	68
Adapts Sales Approach to Match Buyer Motivations	52
Proactively Mentors and Supports Others	88
Coaches Others and Provides Timely Feedback	75

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.












Profile Fit

Sales Management Benchmark

Good Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Sales Management Benchmark Competencies	Percentile Score
Engages Others in Learning and Assesses Understanding	 56
Coaches Others and Provides Timely Feedback	 75
Directs and Manages in a Team Setting	 40
Leads with a Profitable and Efficient Approach	 90
Champions Initiatives and Leads Change	 98
Prepares and Delivers Effective Presentations	 40
Focuses on Measurable Outputs	 91

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.

Profile Fit

Indirect Sales Benchmark

Not a Natural Fit

Summary

This section provides results for the competencies that are most critical for success in this type of role. All scores shown are percentile scores which range from 1 to 99. Percentile scores allow you to compare this individual's scores with a group of others who took the assessment. A score of 67, for example, indicates that the person scored better than 67% of other respondents.

Indirect Sales Benchmark Competencies	Percentile Score
Ensures Coverage and Responds to Customers	 50
Expands Business Through Cross Selling	 25
Prepares and Delivers Effective Presentations	 40
Closes Through Personal Identification with the Product	 44
Engages Others in Learning and Assesses Understanding	 56
Coaches Others and Provides Timely Feedback	 75
Leverages Expertise to be Recognized as Subject Matter Expert	 45

Validity Score

The validity scales within the assessment indicate that this individual was open and candid in answering the questionnaire.



