

Sales Development Companion

Sales Team Benchmarking
Targeted Sales Training Plans

Provided By:

Professional Development Training Pty Ltd

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Introduction

What is this report?

This report highlights the strengths and development opportunities of your team overall, and for the individuals within the team.

What benefits can I get from the information?

Maximise every \$ spent on Sales Training

This reports helps you target Sales Training for your team overall or for the individuals in the team at the stages of the sales cycle that come least naturally to them.

We all have our strengths (personality traits that means certain activities and tasks come naturally) in the sales cycle, and other stages in the sales cycle that are less natural, and require us to stretch out of our comfort zone, it's performing those tasks and activities where we don't normally perform as well or as confidently, we often even avoid doing them all together.

By focussing training and development on these areas we can become more adaptable (help those things that feel unnatural to become more natural) therefore become more effective right across our role.

This report provides insights into our strengths and development opportunities, then provides recommendations to specific training courses.

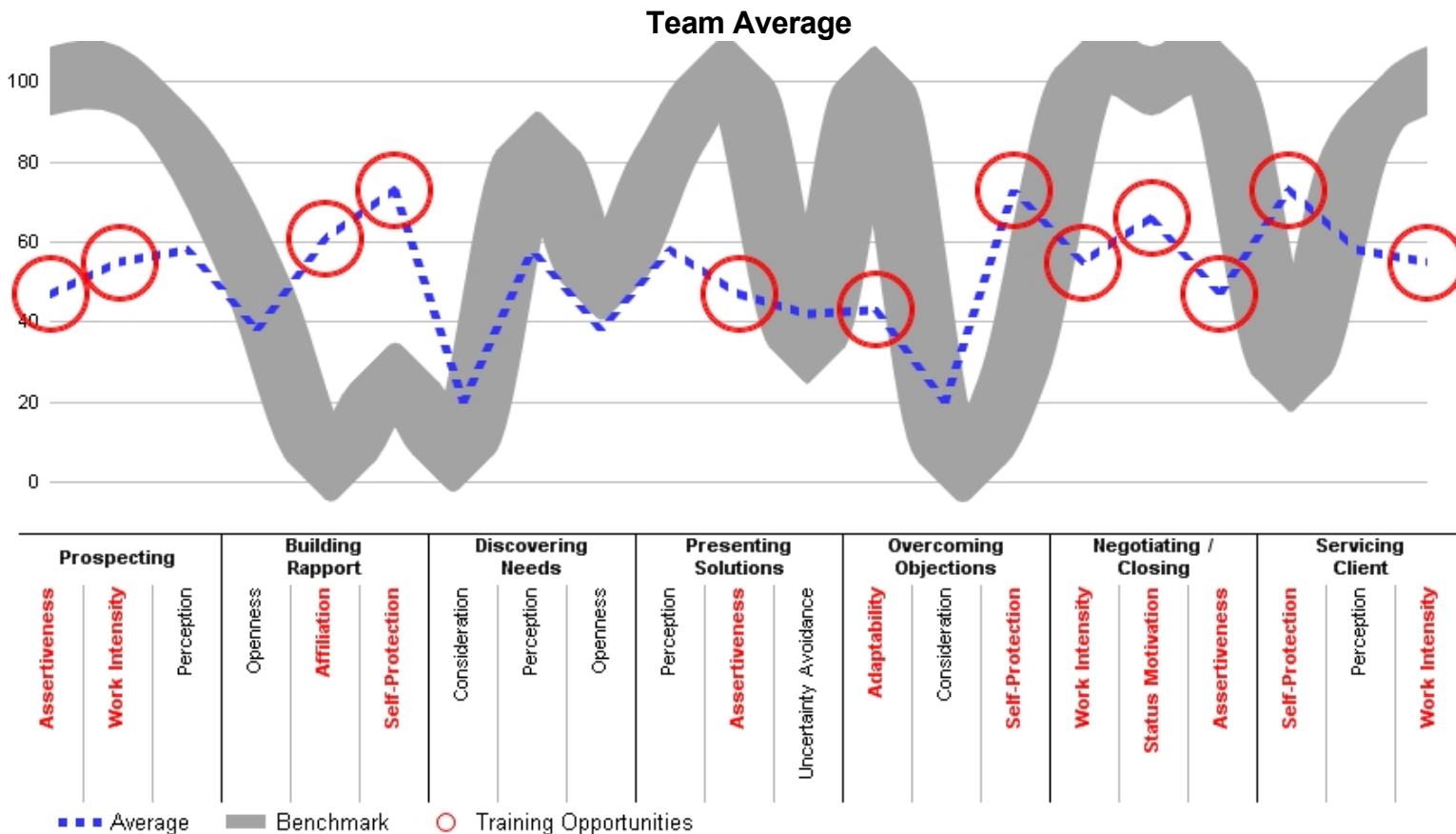
What is the validity of the information provided?

This tools was developed by Leading Dimensions Consulting LLC the publishers of globally embraced psychometric tools such as the LDP Profiles and Human Capital Management Tools such as the LD:360 and OEI Organisational Engagement Index report. The information is based on decades of academic research using 1000's of participants across the world and across industries. To learn more about Leading Dimensions Consulting, and follow these links to read more about the tools, the author Dr Douglas Waldo, and the academic rigour and statistical validation of these tools please view these resources.

Team Benchmarking and Training Opportunities

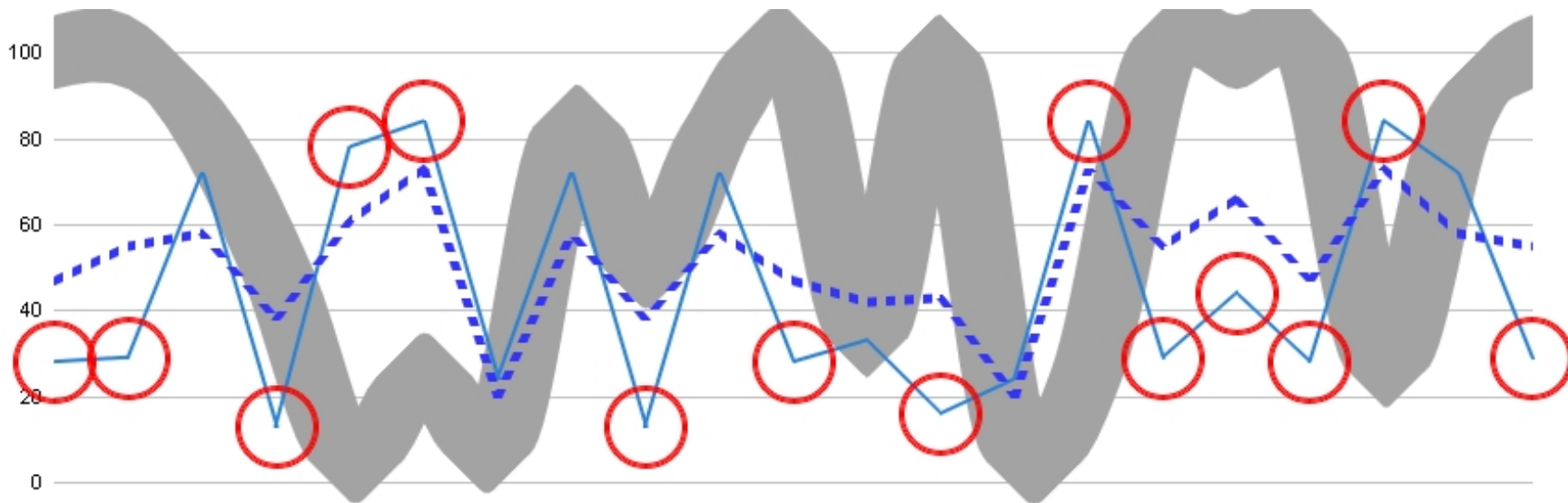
The grey 'benchmark band' represents that attributes of the highest performing sales people in studies over across 1000's of sales people worldwide. In these studies high performing was a balance of achievement against targets, preserving margin, quality of sale (minimal refunds, complaints etc) and average tenure in the role. This band represents the 'DNA' of the personality profile of the highest performing sales people. At each stage of the sales cycle there are key activities that came more naturally to this personality profile than other personality types. The good news is that we can all learn to be effective at those activities that require us to stretch beyond what comes naturally to us, in other words we can learn to expand our natural skill set with training, coaching and practice.

Every red circle represents an opportunity for significantly improved performance through targeted training and development, training recommendations are provided later in the report.



Individual Strengths and Development Opportunities

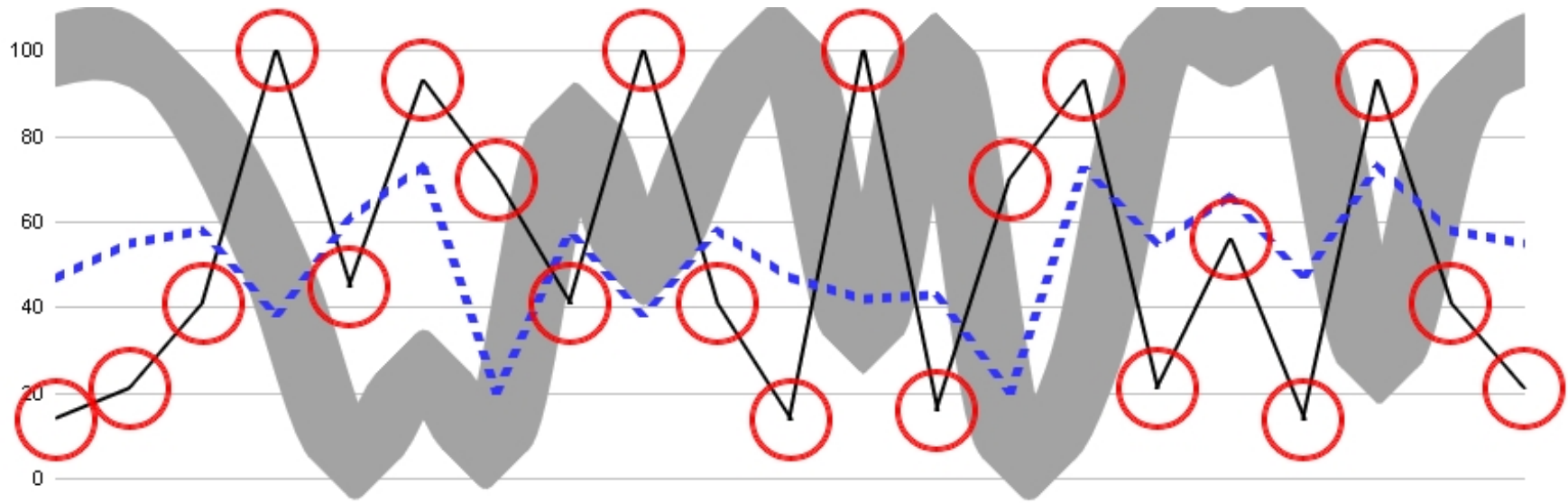
Sally Effective



Prospecting			Building Rapport			Discovering Needs			Presenting Solutions			Overcoming Objections			Negotiating / Closing			Servicing Client		
Assertiveness	Work Intensity	Perception	Openness	Affiliation	Self-Protection	Consideration	Perception	Openness	Perception	Assertiveness	Uncertainty Avoidance	Adaptability	Consideration	Self-Protection	Work Intensity	Status Motivation	Assertiveness	Self-Protection	Perception	Work Intensity
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—

— Sally E.
 - - - Average
 Benchmark
 Training Opportunities

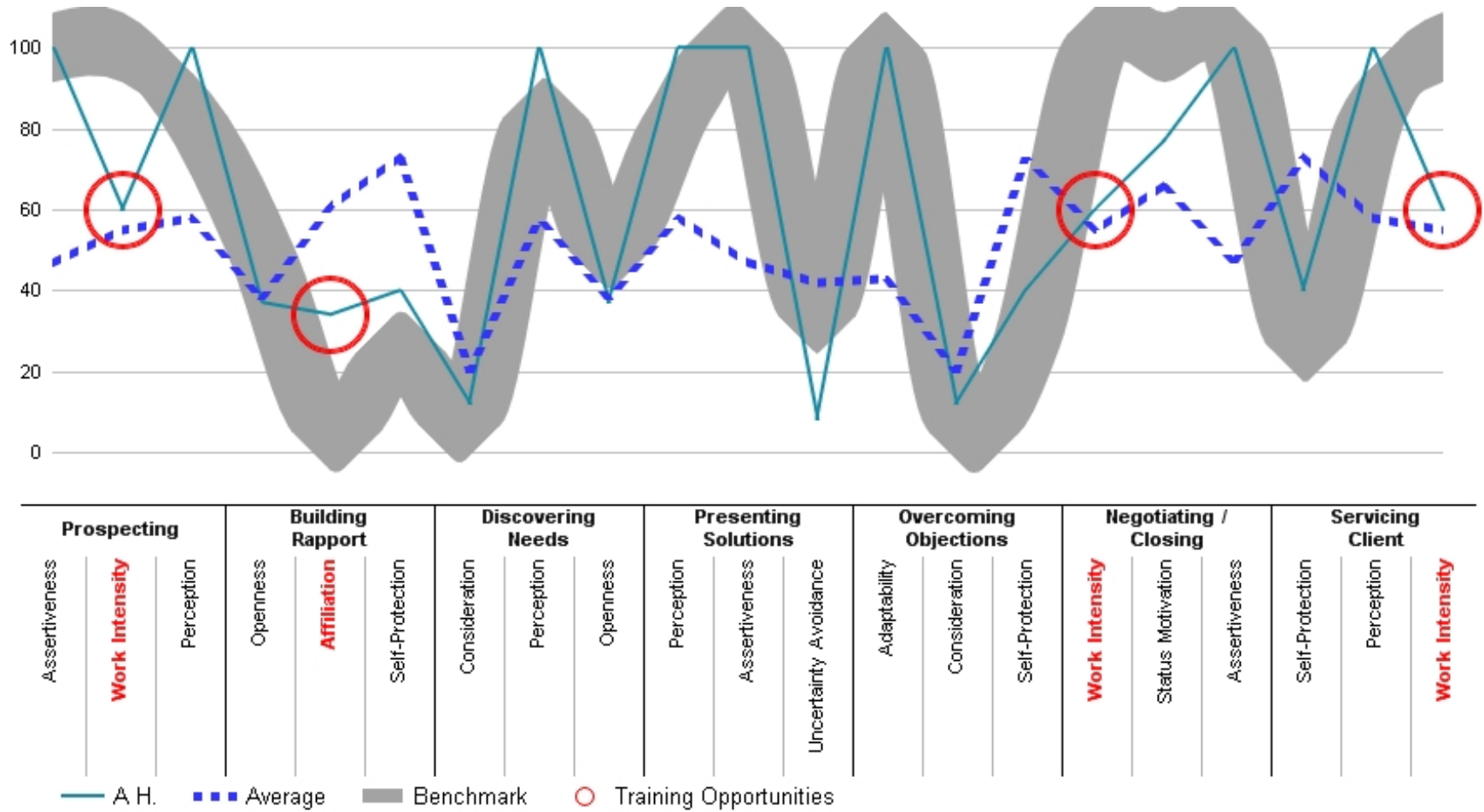
Jose Gonzales



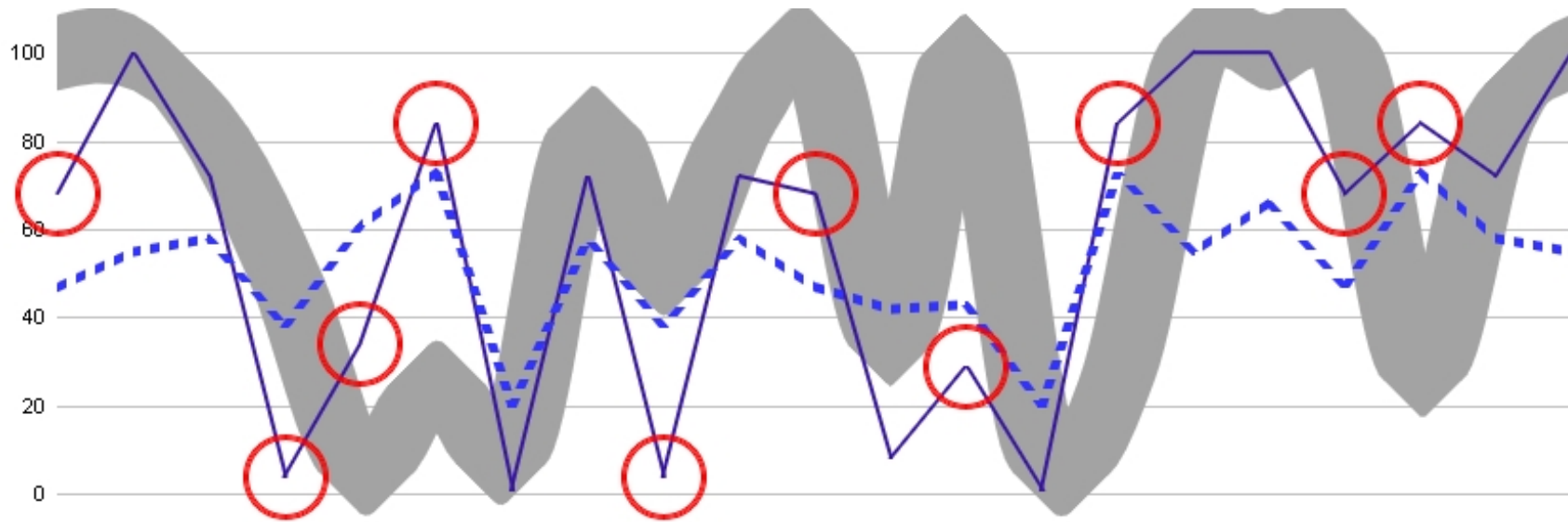
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Assertiveness	Work Intensity	Perception	Openness	Affiliation	Self-Protection	Consideration	Perception	Openness	Perception	Assertiveness	Uncertainty Avoidance	Adaptability	Consideration	Self-Protection	Work Intensity	Status Motivation	Assertiveness	Self-Protection	Perception	Work Intensity

— Jose G.
 - - - Average
 Benchmark
 ○ Training Opportunities

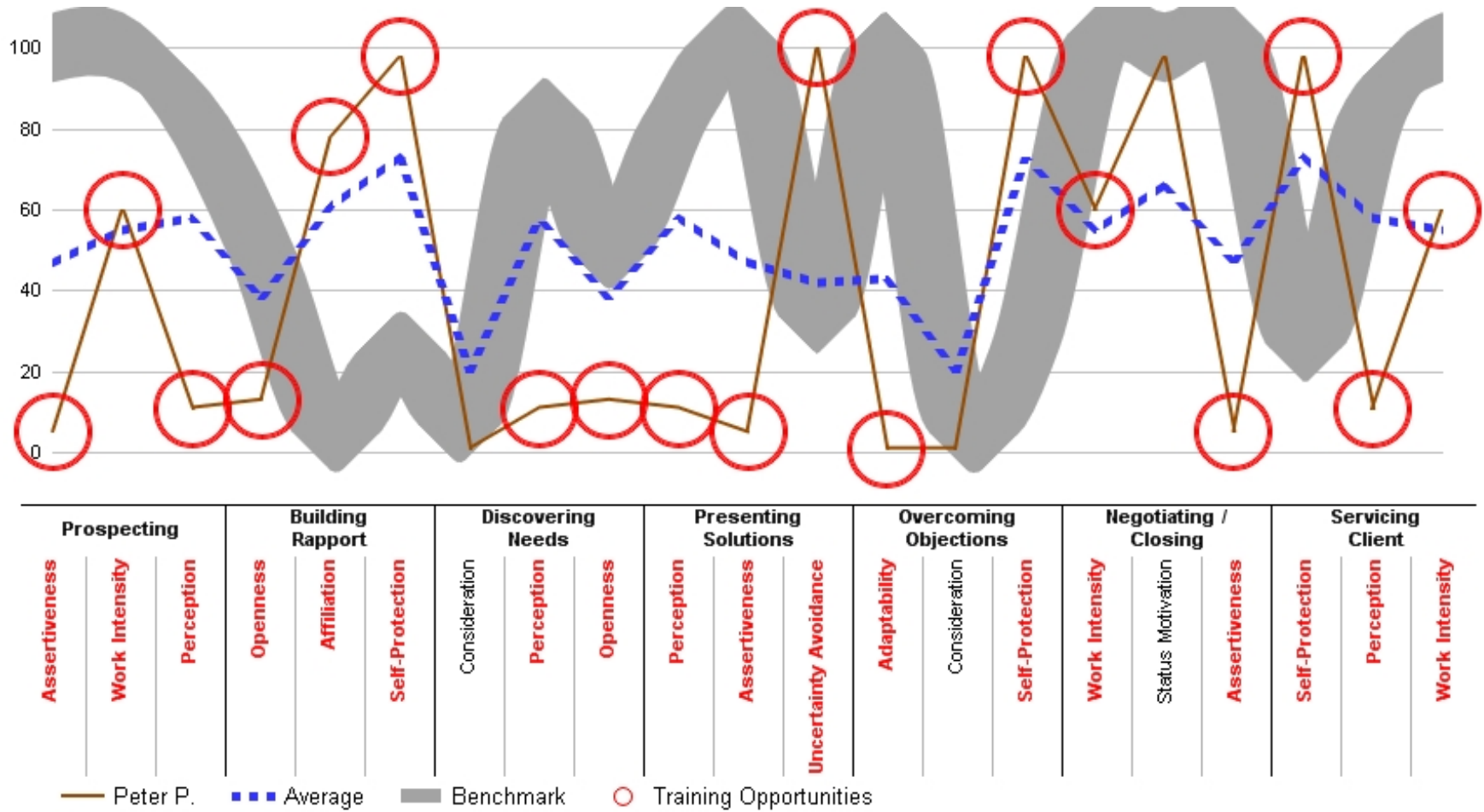
A Human



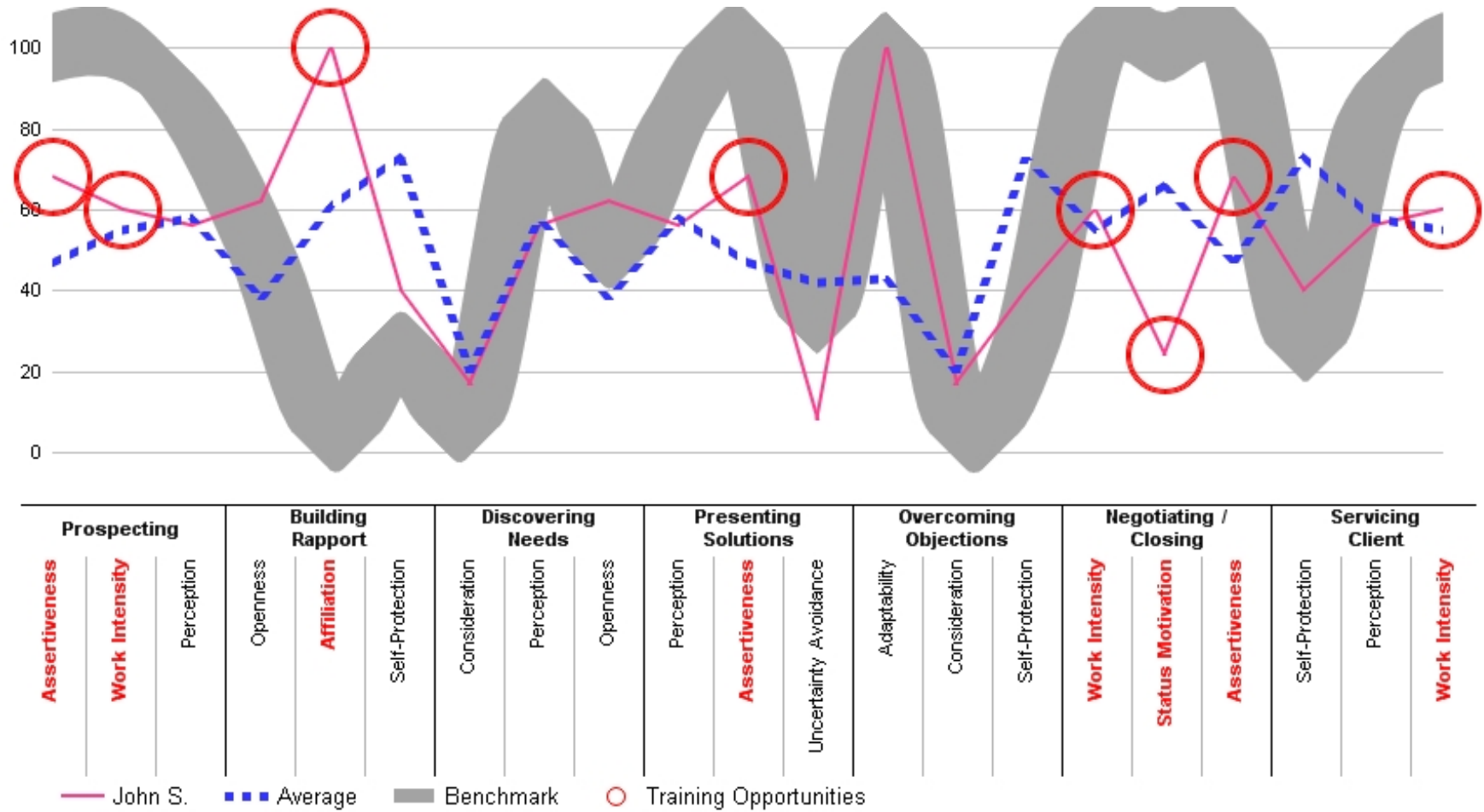
Bob Lillyhammer



Peter Productive



John Star



Sales Training Recommendations

The Team Overall

Prospecting

- Assertiveness and Self Confidence Training
- Call Centre Training: Sales and Customer Service Training for Call Centres
- Effective Prospecting Sales Training
- Goal Setting and Getting Things Done Training
- Personal Productivity Training
- Time Management

Overcoming Objections

- Communication Skills
- Emotional Intelligence
- Negotiation Skills
- Overcoming Objections Sales Training
- Reading Body Language Sales Training

Building Rapport

- Emotional Intelligence
- Reading Body Language Sales Training

Presenting Solutions

- Influence and Persuasion at Work Training
- Pitch Proposal and Presentation Sales Training
- Presentaion Skills (2-day course)
- Public Speaking (1-day course)
- Writing Winning Proposals Training

Negotiating / Closing

- Assertiveness and Self Confidence Training
- Communication Skills
- Negotiation Skills
- Reading Body Language Sales Training

Servicing Client

- Active Listening
- Communication Skills
- Customer Service
- Fish!

Sales Training Recommendations

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Buiding Rapport

- Communication Skills

Building Rapport

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Discovering Needs

- Active Listening
- Retail Sales Training
- Sales Training

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Sales Training Recommendations

Jose Gonzales

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A Human

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Sales Training Recommendations

Bob Lillyhammer

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Sales Training Recommendations

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Additional Insights from other recommended reports

For further leadership insights and coaching resources please ask your consultant for:

- Sales profile Report
- eiQ together with the Personal Style Report
- And the Leading Dimensions Profile overview

Contact Information



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