



**Confidential
Individual Report**

for

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Sales Indicator Summary

The Profiles Sales Indicator reviews five qualities that are frequently considered important for success in sales. These statements may be considered as part of a self-development program.

Competitiveness

- Your assertiveness is well suited for effective sales activities.
- When competition arises, you are typically prepared for the challenge.
- You are sometimes one of the first to accept a leadership role, but rarely find following others irritating.
- Most individuals in a sales environment express themselves as enthusiastically as you do.

Self-Reliance

- Your above-average autonomy and individualism often leads to innovative goal setting and accomplishment.
- You are capable of performing well when you are allowed to determine the process to be taken toward a goal in a self-reliant fashion.
- If too much routine conformity is expected of you in the workplace, you may occasionally refuse to give in, choosing to try your own way to achieve objectives.
- On occasion, a controlling superior is likely to get in your way more than offer support, but your balanced sense of individualism allows for a fair share of both manageability and independence.

Persistence

- Often, you may find yourself trying to succeed when others have decided the risk of failure is too high.
- You are willing to accept a challenge, even if failure is a potential result.
- You have the will to work hard for a goal, even if personal sacrifices are required.
- Emotionally tough, time pressures or minor setbacks rarely break down your resolve.

Energy

- A work setting that is low in spontaneous challenges can be rather boring for you; you often seek out new and challenging objectives.
- Juggling several tasks at once creates many more positives than negatives for you.
- Your drive and enthusiasm can be motivational to others, yet there is also the possibility that they are incapable of keeping up with your fast pace.
- You are often on the go and rarely require time to reenergize.

Sales Drive

- You have a tendency to juggle many tasks at one time with minimal distress.
- It rarely takes an outside motivation, like the inspiration of your managers, to get you going; instead, you find enthusiasm from within.
- The chance to win can be more exciting for you than the acknowledgment for your service to customers.
- Typically, you are quick to respond to problems and do not usually mull over the details of what ought to be done "by the book" in an emergency.

NOTE: The brief statements provided in this report are typically descriptive of those who responded in a manner similar to you. This content should be considered in conjunction with other sources of information in the development of any self-development programs.

Sales Indicator Graph

Competitiveness

- Reserved
- Non-confrontational
- Cooperative



- Persuasive
- Confident
- Assertive

Self-Reliance

- Welcomes support
- Appreciates the need for procedures



- Independent
- Individualistic

Persistence

- Flexible
- Good sensitivity
- Limited follow-through



- Persevering
- Unwavering
- Emotionally tough

Energy

- Systematic
- Steady paced
- Patient



- High endurance
- Spontaneous
- Fast paced

Sales Drive

- Relaxed
- Unassuming
- Process focused



- Success oriented
- Outcome focused
- Internally driven