



# Sales Behavioral Competencies

## Essential Behaviors for High-Performing Salespeople

Imagine knowing which applicants will exceed their sales quota.

Picture being able to easily target and develop the needed sales competencies for your team.

Consider the impact that would have on your sales.

Harrison Assessments has been specializing in job-specific assessments for over three decades. Our Sales Competency Assessment identifies and measures the essential behaviors and qualities of high-performing salespeople in an easy to administer 20-minute assessment.

## Enhance Your Recruitment Process

- Quick and accurately screen and shortlist high performing candidates
- Use our sales assessment templates or customize your own
- Enhance interviews with detailed competency knowledge and targeted questions

## Targeted Employee Development

- Assess detailed sales competencies
- Target key development areas for individuals and teams
- Easily create and implement personalized development plans



