# 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

HARRISON assessments
AUTHORISED SOLUTION PROVIDER

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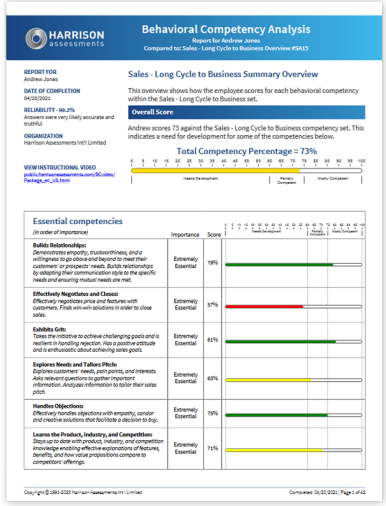
## What Competencies Do We Measure?

We measure 12 competencies that impact sales as determined by our 30+ years of global research.

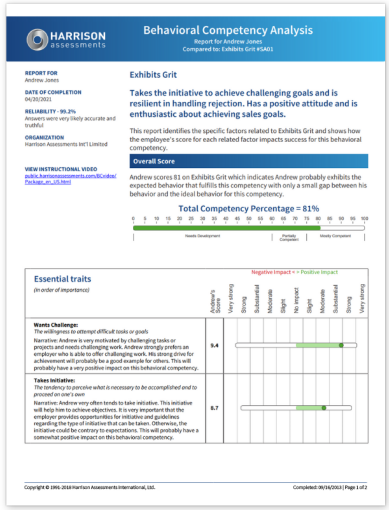
**Grit**
**Hunts & Qualifies**
**Explores Customer Needs**
**Presents Effectively**
**Builds Relationships**
**Knows Product & Industry**
**Systematic & Organized**
**Builds Networks**
**Handles Objections**
**Negotiates & Closes**
**Follows Up After Sales**
**Growth Mindset**




The Sales Competency Overview shows an individual's score against each Sales Competency. You also receive a detailed breakdown, 10-12 key behaviors that form each competency. This empowers employees to understand how to develop the competency.

## Customizable and Easy

Create unique Sales Competency sets related to your specific sales role. Or, use one of our ready to use Sales Competency sets which are based on different sales types.



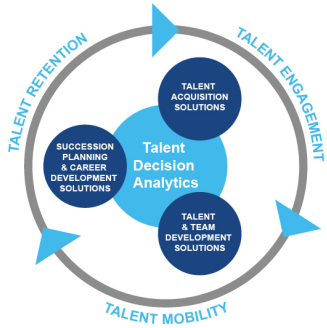

## Contact us to Experience a Demonstration

Harrison Assessments offers a flexible, integrated solution to optimize your sales team's performance. Align competencies with the demands of your sales roles, boost sales performance, increase job satisfaction, and enhance employee retention. Unleash the full potential of your sales team with Harrison Assessments!

**Click here** to download a sample report.

## Harrison Talent Life Cycle Solutions

Harrison Assessments uses predictive analytics to help organizations acquire, develop, lead and engage their talent. This comprehensive Talent Decision Analytics provides the intelligence needed throughout the talent life cycle to build effective teams and develop, engage and retain key talent. Contact us to learn how we help organizations make great decisions.





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