

THE PROFILES SALES CHECKPOINT™

Assessment Overview

The Profiles Sales CheckPoint™ is a 180-degree feedback system that helps sales managers evaluate sales people, surface their development needs, and align sales priorities. It provides useful information to support better coaching and communication, leading to higher sales person productivity and satisfaction, and lower turnover.

Purpose

The Profiles Sales CheckPoint™ is a tool used to help sales people improve their selling abilities. The sales person receives feedback from their sales manager which is compared with their own feedback. The combined feedback outlines perceived abilities in skills deemed critical to success in selling and other important skill sets.

The Profiles Sales CheckPoint™ is used primarily for:

- Building and developing high performance sales forces
- Management
- Analyzing Training Needs
- Promotion Fit / Succession Planning

About The Chapman Group

Since 1988, The Chapman Group has been engaging with organizations to optimize sales and account management programs. Our end-to-end solutions, from diagnostic assessments to strategic account planning and implementation, are all centered around optimizing the customer / supplier relationship to maximize revenues, profits and margins for our clients. We support and drive all elements of the sales and account management processes through our unique methods and tools that monitor the current account situation and enable account team collaboration with the customer to move to a more mutually desired relationship state. Thus, our clients think of us as a total solutions provider; a thought leader, a business partner, and their “go-to” resource for sales and account management expertise and guidance. Our results speak for themselves...

...Over \$1 billion of revenue returned to our clients' top and bottom lines!

A TOOL TO HELP SALES LEADERS IDENTIFY CRITICAL GAPS IN SALES SKILL SET, EXPECTATIONS, AND PERFORMANCE QUICKLY AND EASILY, ALLOWING THE SALES LEADER TO ALLOCATE THEIR MOST PRECIOUS OF RESOURCES TIME TO STRENGTHENING THEIR SALES FORCE AND ACHIEVING GOALS.

MEASURES	REPORTS
<ul style="list-style-type: none">• 19 Supporting Skill Sets• 7 Sales Competencies:<ul style="list-style-type: none">– Entrepreneurial Approach– Understands the Prospect– Develops Appropriate Solutions– Prospects Proactively– Manages the Selling Process– Closes the Sale– Manages Sales Relationships	<ul style="list-style-type: none">• Individual Feedback Report speaks to the sales person• Management Report speaks to the sales manager• Management Summary Report• Individual Comparison Report• Management Comparison Report• Management Summary Comparison• Executive Overview