

PRO SALES SKILLS ®

Pro Sales Skills ®” measures the criteria that make good salespeople.



THE STRONG POINTS OF THIS TEST

- ✓ Secure recruitment to reduce hidden costs
- ⚡ Fast and reliable processes to save time
- ☀ Stable and motivated sales teams from the first year
- 📊 Scientific evaluation to make each HR decision more reliable
- 🔍 Rapid identification of high-potential sales talent
- ⚡ Optimizing teams to maximize business performance



BENEFITS

Pro Skills Sales® is the leading solution for **HR managers**, **consultants**, **managers** and **assessment experts** who want to **secure sales recruitment**, **optimize sales performance** and **develop a successful HR strategy**. This advanced assessment tool allows you to **accurately identify key factors for sales success**, **personalize your support plans** and **enhance your human capital** at every stage of the recruitment and development process.

Thanks to a scientifically validated and comprehensive methodology, you accurately identify the **professional skills**, **interpersonal skills**, **behavioral dimensions** and **business knowledge** essential for success in sales. You thus transform your sales recruitment into real opportunities for **collective performance**, **employee engagement**, **employer attractiveness**, **skills development** and **organizational excellence**, by aligning sales profiles with the strategic needs of your organization.

Investing in Pro Skills Sales® means choosing an innovative **sales recruitment solution**, designed to meet the strategic challenges of **recruitment**, building **high-performance teams**, **developing sales forces**, **HR support**, **sales coaching**, and **predictive management of jobs and skills**. It also guarantees **secure recruitment**, **optimization of training investments** and a **more agile, committed and efficient sales team**.



PSYCHOMETRY

Test construction:

Pack: Recruitment

Questionnaire type : Ipsative

Number of questions: +120

Completion time: 20 minutes

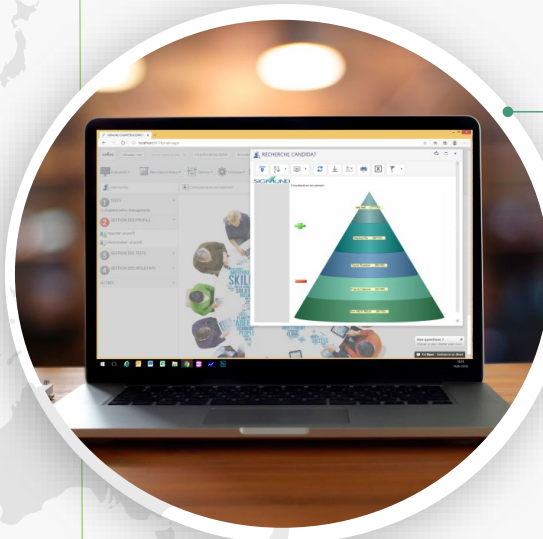
Test validation:

Double external validation

Internal validation, consistency

Loyalty

Reliability



Test available in



50 job descriptions
included





DIMENSIONS AND CRITERIA EVALUATED

PERSONAL DIMENSION

- Demonstrate **initiative** in developing the commercial portfolio.
- Demonstrate **resistance to failure** after a customer rejection.
- Demonstrate a **sense of competition** to perform in a sales team.
- Demonstrate **self-control** in tense situations.
- Show **willpower and perseverance** until the contract is signed.
- Update your knowledge of sales techniques.
- Demonstrate adaptability **and flexibility** in the face of market developments.

RELATIONAL DIMENSION

- Demonstrate **didactic skills** to explain a commercial offer.
- Demonstrate **ease of contact** with customers and prospects.
- Demonstrate **active listening** during business exchanges.
- Demonstrate **public speaking skills** in meetings or client presentations.

TECHNICAL DIMENSION

500 multiple-choice questions on professional knowledge and know-how

PROFESSIONAL DIMENSION

- Demonstrate analysis **/synthesis** of customer expectations in a sales situation.
- Maintain **stress management** during peak business activity.
- Demonstrate a **sense of efficiency** in achieving sales objectives.
- Deploy **persuasion/negotiation skills** to close sales.

