

Poor Sales Performance?

Problems recruiting the right Sales Team?

Not getting the right results?

Have you considered what makes a good sales person and what are the traits that lead to success?

How do you know whether the Sales person you recruit is going to be right for your business – or a costly mistake?

If you experience any of the following, you could most likely benefit from a review of your Sales Recruitment process and the inclusion of a simple assessment tool that will help you make better choices based on proven methodology:

- Difficulty attracting Sales people
- Retention rates poor
- Uncertain of previous Sales records
- High attrition rates
- Poor team performance in need of training and development
- Poor sales results

DSA have extensive experience in assessing and recruiting Sales Professionals at all levels.

Covering important success factors such as *motivation, resilience and opening and closing the sales cycle*, our in-depth assessment can offer important Insights into why or why not you should hire a sales person – and can further help to identify areas that may need development and training.

A proven sales record is great but it doesn't always show you expected behaviours or likely success (or failure) in your own organisation.

Don't leave it to chance. You may just miss a gem – or be left with a non-starter.

Call us now on 01675 443577 or email [Diane Southwick](mailto:Diane.Southwick@dsaexecutive.com) to arrange a free consultation to discuss how we can help improve your Sales recruitment process and, ultimately your sales performance.

Make your sales people Elite sales people

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