

SALESSCREEN™



The **SALESSCREEN™** employs SMG's proprietary three component predictive formula to assess a candidate's inherent sales DNA, previous sales experience, and attitudes toward a sales career. In doing so, organizations are able to objectively screen out obvious non-fit candidates from their recruitment pipeline, thus making the recruitment-selection process more efficient and cost effective. Moreover, the data generated by the **SALESSCREEN™** can be used to direct strategic recruitment initiatives.

SALESSCREEN™

- Provides an automated platform to rank, order and sort applicants
- Allows recruiters and hiring managers to spend time with high quality candidates
- Eliminates exhausting resume parsing
- Generates customized interview questions
- Includes complimentary Profile Administration Center (PAC)

The **SALESSCREEN™** is suitable for a wide range of sales positions and has proven to not only create a positive candidate experience but also to be a better predictor of top sales potential than similar screening tools.

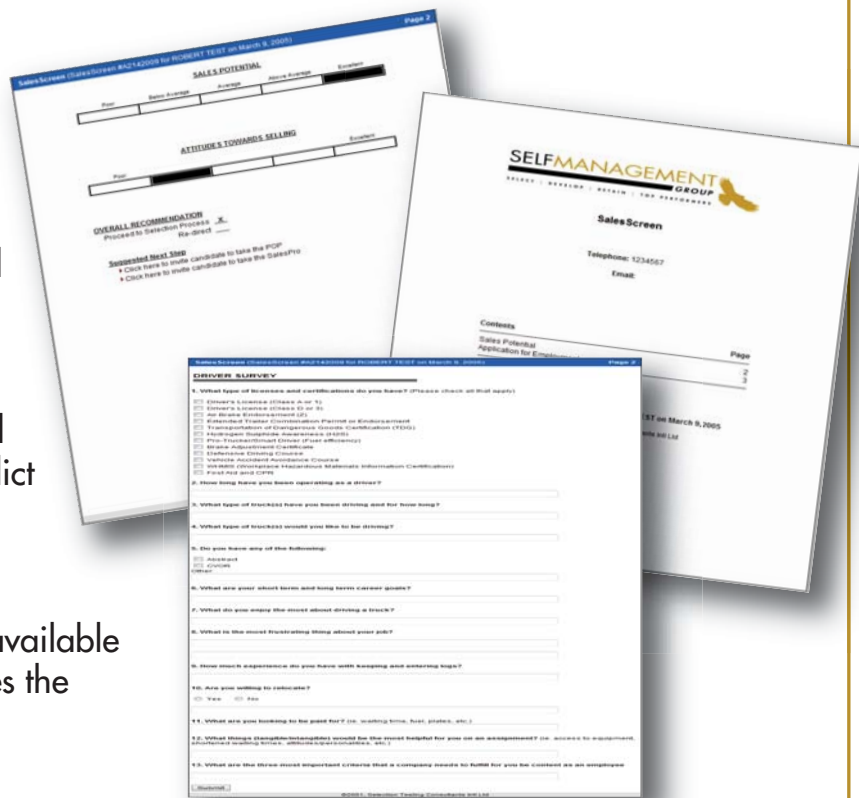
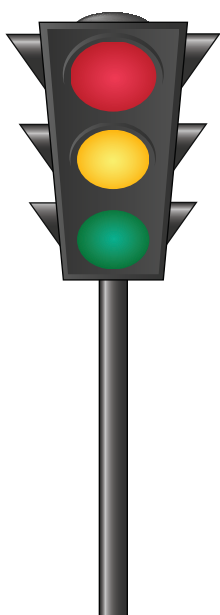
The **SALESSCREEN™** is used by many organizations to identify and screen for candidates who will perform and survive in a variety of sales positions. A unique feature of the **SALESSCREEN™** is combining an assessment of the candidate's sales DNA with an attitudinal assessment of factors that could significantly distract from sales potential.

Our extensive research has demonstrated that good attitudes don't necessarily predict good performance but bad attitudes accurately predict poor performance.

The **SALESSCREEN™** report which is available immediately after the candidate completes the online questions assesses;

- The amount and type of previous sales experience
- Potential in both competitive and relationship sales roles
- Attitudes toward a sales career

Similar to all our screening products, the **SALESSCREEN™** helps recruiters and hiring managers make more informed decisions by focusing recruiting resources on candidates with the highest probability for success.



SELF MANAGEMENT GROUP

The **Self Management Group** is a world leader in screening, selecting, developing, and retaining top performers. For over 30 years, the **Self Management Group** has partnered with leading companies to develop high performance, self managed organizational cultures.

For more information about the **SALESSCREEN™** and the **Self Management Group's** other profiling and training systems please visit www.selfmgmt.com or call 416.746.0444.

For a free demo and complimentary consultation contact:

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