



# Sales Line Manager Report

## Chris Park



Professional

Styles

## About this Report

This report is based upon the Styles assessment, which explores an individual's motives, preferences, needs and talents in critical work areas.

The results are based on a comparison with a group of over 2,000 individuals working in sales in the United Kingdom.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perception. Our extensive research has shown this to be a good indicator of how people are likely to operate in the workplace. Nevertheless, due consideration must be given to the subjective nature of using an individual's self-perception in the interpretation of these data.

It should be remembered that the information contained in this report is potentially sensitive and every effort should be made to ensure that it is stored in a secure place.

The information contained within this report is likely to remain a good reflection of the individual's self-perception for 12-24 months, depending upon circumstances.

The report was produced using Saville Assessment software systems. It has been derived from the results of an assessment completed by the respondent, and reflects the responses they made.

This report has been generated electronically. Saville Assessment do not guarantee that it has not been changed or edited. We can accept no liability for the consequences of the use of this report, howsoever arising.

The application of this assessment is limited to Saville Assessment employees, agents of Saville Assessment and clients authorised by Saville Assessment.





## Sales Profile

The following report summarises Chris Park's areas of greater and lesser potential based on our extensive international database linking Saville Assessment Wave to work performance. Chris Park's Ratings Acquiescence is Sten 7 and their Consistency of Rankings is Sten 10.

| Area                | Potential   |  |
|---------------------|---|--|
| Solving Problems    | <b>Identifying Needs</b><br>Understanding Customer Needs (6); Analysing Information (7) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>7</span> </div>             | <b>Fairly High</b><br>higher potential than about 75% of the comparison group    |
|                     | <b>Developing Solutions</b><br>Applying Expertise (8); Being Creative (10) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>10</span> </div>                         | <b>Extremely High</b><br>higher potential than about 99% of the comparison group |
| Influencing People  | <b>Developing Leads</b><br>Developing Rapport (2); Building Relationships (7) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>4</span> </div>                       | <b>Fairly Low</b><br>higher potential than about 25% of the comparison group     |
|                     | <b>Closing Deals</b><br>Presenting Information (4); Changing Views (7); Challenging Objections (10) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>8</span> </div> | <b>High</b><br>higher potential than about 90% of the comparison group           |
| Adapting Approaches | <b>Staying Positive</b><br>Handling Pressure (4); Being Resilient (6); Maintaining Self-Belief (7) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>6</span> </div>  | <b>Average</b><br>higher potential than about 60% of the comparison group        |
|                     | <b>Working Collaboratively</b><br>Supporting People (3); Working Co-operatively (3) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>2</span> </div>                 | <b>Very Low</b><br>higher potential than about 5% of the comparison group        |
| Delivering Results  | <b>Being Disciplined</b><br>Being Organised (2); Maintaining Standards (2) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>1</span> </div>                          | <b>Extremely Low</b><br>higher potential than about 1% of the comparison group   |
|                     | <b>Results Focused</b><br>Taking Action (7); Pursuing Targets (7) <div style="display: flex; justify-content: space-between; align-items: center;"> <span>7</span> </div>                                   | <b>Fairly High</b><br>higher potential than about 75% of the comparison group    |

## Sales Potential Indicators

The following report summarises Chris Park's greater or lesser potential against key performance indicators which underpin effectiveness across different sales roles.

| Indicator  | Potential  |  |
|--|--|--|
| <b>High Customer Contact Rate</b><br>e.g. Initiating Contact; Following Up Leads; Maintaining Existing Relationships     |  | <b>Average</b><br>higher potential than about 40% of the comparison group      |
| <b>Developing New Business</b><br>e.g. Developing Leads; Negotiating Deals; Using Creative Strategies                    |  | <b>Average</b><br>higher potential than about 60% of the comparison group      |
| <b>Managing Existing Business</b><br>e.g. Managing Accounts; Maintaining Service Levels; Upselling to Existing Customers |  | <b>Extremely Low</b><br>higher potential than about 1% of the comparison group |
| <b>Sales Leadership</b><br>e.g. Making Decisions; Giving Direction; Motivating Sales People                              |  | <b>Very High</b><br>higher potential than about 95% of the comparison group    |