Build Top-Performing, Future-Ready Sales Teams

Secure the smart, agile, digital-first sales force you need for today's changing environment with SHL's unrivaled assessments and people insights.

Deliver Exceptional Results by Building Exceptional Teams

Hire sellers who perform

SHL-identified sellers are
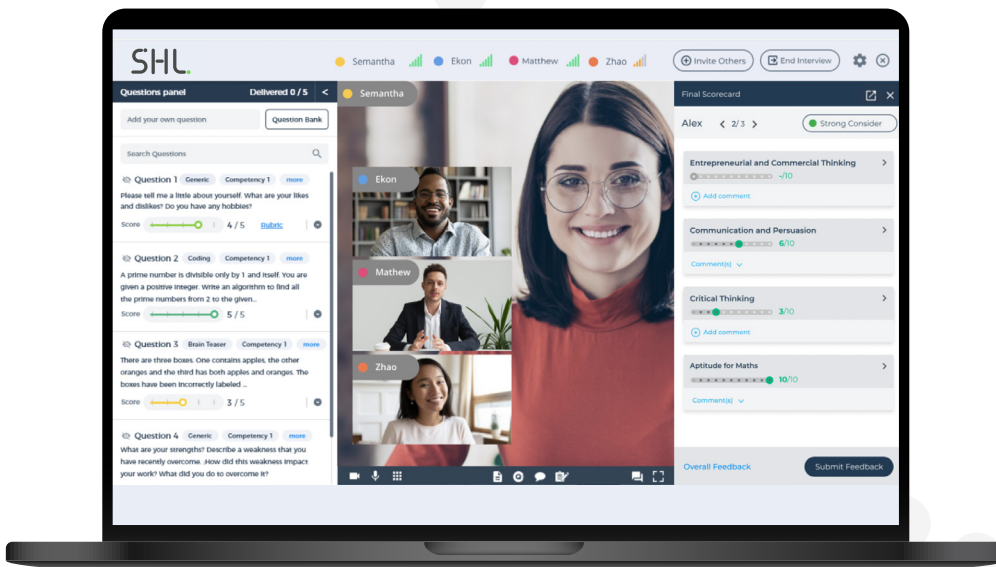
3X

more likely to achieve higher sales.

Deliver value to customers

52%

increased likelihood your sellers will be rated as top performers, when they closely collaborate with customers.

Delight every candidate

88%

of candidates named our client their top choice after experiencing SHL's self-service hiring platform.

SHL.

Rethink Your Approach to Sales Hiring

B2B sales has been completely transformed by digitally native consumers, with majority of the buying cycle now completed online. But at least 70% of sales professionals' struggle to keep up with these changes, and for 65% of organizations, sales team productivity is the #1 challenge.

Transform your sales recruitment and assemble a strong, future-proofed team by measuring critical competencies proven to drive success. SHL's trusted solution is backed by powerful research across 80,000 sellers and organizations.

Deliver Sales Success with SHL

Assess your sales candidates on the competencies that genuinely matter today, using SHL's highly validated Sales Transformation Model and interview technology. The result is actionable people insights into potential, readiness and fit which help you quickly take top sellers off the market and onto your team.

1. Hire sales teams that exceed quotas with actionable insights into individual and team potential, sales outcome metrics, and external benchmarks.

2. Target sales talent development with insights into critical competencies collected through the hiring process, to help them succeed once on-board.

3. Build top performing sales teams by assessing candidates with SHL's unique Sales Transformation Model or your own sales competency framework.
All on one platform that is seamlessly integrated with your ATS.

Leading the Way in Talent Innovation

Find out how SHL can transform your sales capability today.

SHL.

Interested in hearing more?
Visit shl.com/sales-hiring