

Build Lasting Customer Relationships and *Increase Sales Force Effectiveness*

Your sales force is your single biggest investment, and it is imperative that your team has the competencies and skills to successfully convert prospects into customers and to build lasting, profitable business relationships. SHL's Sales Suite will help you to identify the candidates who can drive sales success to produce results across a variety of key Sales roles. SHL is dedicated to delivering assessment solutions that help increase revenue and profitability, deliver better customer service, improve retention, and boost operational efficiency.

You depend on your people. Now more than ever, you need a dependable process to select them.

The Right Formula

It is more important than ever to be an effective, productive sales person as today's buyers are razor sharp, educated and experienced in handling sales people. A professional sales person has to do a lot more than get the buyer to say yes. SHL's Sales Suite is designed to predict which candidates exhibit the traits that make the difference between winning a sale and winning a customer for life.

SHL's Sales Suite provides full access to the following seven (7) pre-packaged job solutions:

- Sales Support Specialist
- Sales Representative
- Sales Professional
- Senior Sales Professional
- Sales Supervisor
- Sales Director
- Account Manager

This suite is designed to help you hire the best employees throughout your Sales organization, including several levels of sales professional, sales leadership, and customer and sales support roles.

With a vast assessment catalog, decades of ongoing research, and the latest technology in testing, SHL's solutions accurately measure critical competencies at every level within an organization.

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Making Connections

SHL's assessment content has repeatedly demonstrated its ability to predict performance. Our solutions scientifically measure the effect improved hiring has on key performance indicators such as productivity, attendance, turnover, customer satisfaction and sales. In fact, SHL has demonstrated direct ROI for our clients' talent initiatives, showing strong and compelling business results such as:

- Sales Representatives who scored the highest on SHL's solution, had 14% higher Total Billed Revenue Quota than those who scored lower.
- Sales Professionals who demonstrated superior sales and customer service skills on SHL's assessment solution sold nearly \$270,000 more annually.
- Sales Representatives who scored high on SHL solutions sold \$36,000 more annually, which translates into \$21 million in additional revenue across the entire sales force.

Whatever You Need, We Have the Solution

With a vast assessment catalog, decades of ongoing research, and the latest technology in testing, SHL's solutions accurately measure critical competencies at every level within an organization. To understand the landscape of your current workforce, the results from SHL's solutions can be used to promote talent into leadership roles, identify future leaders for succession planning, and effectively reorganize current workforce into a new structure and new roles.

Improve the Impact of Your Solution with a Training Bundle from SkillSoft

In addition to the robust Sales Suite that will help you hire more effectively, SHL also offers learning solutions from SkillSoft, a leading provider of e-learning and performance support solutions, to help you continue to grow and develop your sales staff. This bundle of training courses was developed and designed specifically to further enhance the Sales Suite. This add-on license provides online training covering entry- to managerial-level positions. You will get access to 19 classes totaling over 60 hours of online training for your employees.



For more information on SHL's Sales Suite, please contact your account representative at 800-367-2509.



Supporting
more than
10,000
customers
every year

Organisations that understand and maximize their people's potential achieve outstanding results. SHL gives you the insights to make better decisions about your people.

**We call this People Intelligence,
Business Results.**