



SALES PROFILING

Bring the right front liners into your company and generate up to 5x more profit.

WHY ACCENDO'S SALES PROFILE?

+ CONTEXTUALISED MODEL

We understand not all salespeople sell the same, that is why our sales model takes into account the two domain of sales; consultative and transactional.

+ INDUSTRY BENCHMARKED

Our model has been built by data across industries and also being globally benchmarked ensuring good talent is really what good looks like.

+ HIRE RIGHT AND QUICK

With our consolidated sales report and overall sales fit, hiring managers can make quick decisions but also still be confident they are making the right hiring choice

Accendo has built our proprietary sales profiling framework through market research with sales people across industries. Using behavioural science and objective performance data, we have crafted assessments and frameworks to help companies identify the right salespeople minimising the risk of lost revenue.

FEATURES

- + Predicted Readiness
- + Validated Sales Profile
- + Multiple Assessment Tools
- + Visualisation Tools
- + Development Journeys