

# Devine Inventory Hiring™ - Sales

Increase revenue potential by hiring sales team members that possess essential characteristics

## Devine Inventory Hiring - Sales

This competency-based report will help your company decide which candidate will most successfully fill a job opening by providing an overview of each job applicant's inherent work capabilities.

The Devine Inventory Hiring - Sales report is used specifically for Sales roles. Within any sales organization, there are many ways to increase revenue. Hiring - Sales will determine if a candidate will effectively 'hunt' for new business, up-sell and cross-sell existing accounts, build customer loyalty, and/or manage a high volume product against a competitive pricing strategy. Using our Sales Quadrant Model, your candidate will be measured against four types of selling, and the best fit will be strengths and weaknesses based on competencies being evaluated.

Knowing that a person has the right education and experience is simply not enough to gauge his or her effectiveness and productivity in a workplace setting. With Devine Inventory Hiring - Sales, you can answer questions such as:

- Will the person manage the sales cycle effectively, closing business in a timely manner?
- Can the person create value, developing solutions that separate your organization from competitors?
- Is this person able to maintain strong relationships with customers while pursuing additional opportunities?

Armed with this type of information, you can accurately assess whether or not the candidate's behavioral competency traits match the sales job requirements.

## Distinguish sales job-related candidates with the potential for success with the Devine Inventory Hiring - Sales report.



### The Devine Inventory™

The Devine Inventory is a secure, online Ipsative-based solution that gives job candidates the ability to take assessments at any time, from any location with Internet access. It analyzes behavioral competencies of applicants so that company leaders can assess the following traits of their prospective hires:

- Work ethic
- Behaviors
- Attitudes
- Commitment