



The Art and Science of Sales Recruitment and Coaching Gives You a Competitive Advantage

One of our newest developments at GJHC is that we are now able to help our clients avoid costly hiring mistakes when they recruit sales professionals. We are proud to present our partnership with Nancy Kazdan who works with our clients to provide them with scientific rigor and behavioral tools in selecting, coaching and training sales professionals.

In collaboration with Nancy, we implement a science-based assessment providing you and your organization with some of the following benefits:

- Decrease costly hiring mistakes and add scientific validity to sales candidate selection decisions.
- Pinpoint the exact strengths, weaknesses and problem areas in your organizations existing sales force.
- Measure the behaviors that lead to sales success in your enterprise sales process.
- Provide you with the critical behavioral information you need to make your business thrive.
- Identify individual and sales team skill deficiencies.
- Assess limiting closing behaviors.
- Unlock the hidden potential of your salespeople that will make your company achieve greater success.
- Find out which potential candidates will excel in your organization for future development.

PROSPECTING MOTIVATION



One of the key sales indicators assessed

Let us find you your next sales executive

This sales assessment, when used as part of our retained search process, provides our clients with an essential layer to understand a candidate's sales competencies and more importantly what could hold them back. Measuring a candidate's comfort level in areas such as prospecting, up-selling, social self-consciousness, and arranging payment, we are able to find the perfect candidate for your role.

We can utilize the assessment to **help your existing sales team become more successful** in their sales careers by identifying their own behaviors. One of the benefits of the assessment is that it's confidential and insightful for any sales professional.

Let's discuss how we can find you the right candidate to lift your sales!

How do we work with you to increase sales success? We first provide the internet-based, confidential assessment to potential candidates or your current sales staff. We then prepare and benchmark the results to debrief management. Those results will help close leaks in your sales funnel, develop sales processes to scale team sales success, and improve your teams' collaboration and efficiency.

We would love to hear how we can help you find the right candidate for that important role in your organization. This sales assessment is another tool we can use to help make that happen!

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Contact us today!

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**Fractional &
Interim Human
Resources**

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Searches**

**Executive
Coaching**