

## Sales Success Profile Answers

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Sales Success Profile Answers Author: learncabg.ctsnet.org-Simone Wannemaker-2020-11-04-09-09-36

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Sales Success Profile - Frank Furness

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Personality profiles are invaluable tools in predicting an individual's suitability for a career in sales or a particular sales position. However, personality profiles do not measure if an individual has selling skills (knows how to sell). All professional companies recognise that the ability to sell is critical to sales success.

Sales Success Profile Selling Skills Questionnaire

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This consists of 5 elements and one of those is called the Success Profile Behaviours and within this there are 9 behaviours (previously known as competencies) listed as follows: Seeing the Big Picture, Changing and Improving, Making Effective Decisions, Leadership, Communicating and Influencing, Working Together, Developing Self and Others, Managing a Quality Service and Delivering at Pace.

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His credentials include 20 years of exceptional business success in sales, management, training and consulting and is a social media specialist. Frank has helped audiences around the world to shine with improved sales, leadership and communication skills.

Frank Furness, Sales and Technology Speaker and Author

I called back and got through the screening interview. Next was a phone interview, but wait! First I was sent a battery of online assessments (4- a personality profile, a sales success profile, a ULine writing style test and a ULine DiSC profile), After passing those, I was given a phone interview-pretty standard questions.

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