



**S A M P L E**

*Job Match Management Report*

*for*

**Steve Sample**

This Sample Report provided by:

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## **GUIDE TO THE JOB MATCH MANAGEMENT REPORT**

The *Profiles Sales Indicator Job Match Management Report* presents the following information you will find helpful for managing Steve Sample:

- **Sales Indicator Summary** – This chart provides a snapshot of the attributes Steve Sample brings to the job. It show the overall match to the job and individual scores for the Sales Success Qualities. You will also see how the scores match the target pattern.
- **Sales Success Qualities** – This section of the report has additional descriptions of the sales behaviors you can expect from Steve Sample.
- **Critical Sales Behaviors** – This section presents seven sales behaviors considered important for success in selling.

Please consult the User's Guide for additional information on using these results in working with Mr. Sample.

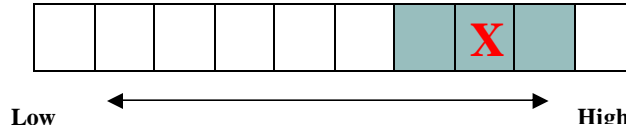
## Sales Indicator Summary

Job Match Pattern: Sample Widget Sales



### Competitiveness

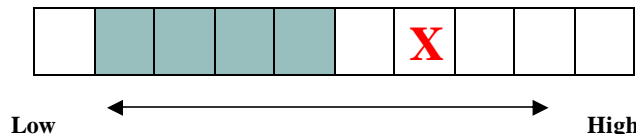
- Reserved
- Non-confrontational
- Cooperative



- Persuasive
- Confident
- Assertive

### Self-Reliance

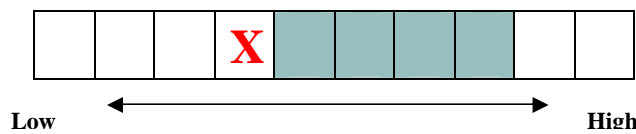
- Welcomes support
- Appreciates the need for procedures



- Independent
- Individualistic

### Persistence

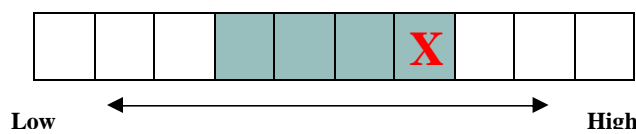
- Flexible
- Good sensitivity



- Persevering
- Unwavering

### Energy

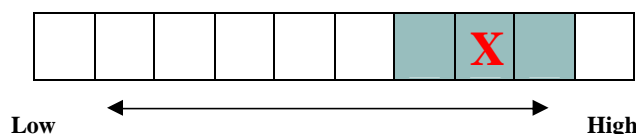
- Systematic
- Steady paced



- High endurance
- Spontaneous

### Sales Drive

- Relaxed
- Unassuming



- Success oriented
- Outcome focused

The shaded areas represent the range of characteristics provided by your organization for this job pattern.

The "X's" indicate this individual's scores.

The Distortion Scale deals with how candid and frank the respondent was while taking this assessment.

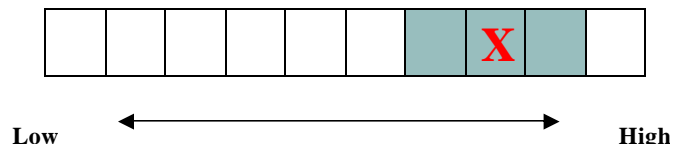
The range for this scale is 1 to 9, with higher scores suggesting greater candor.

The Distortion Scale score on this assessment is **9**

## Sales Success Qualities

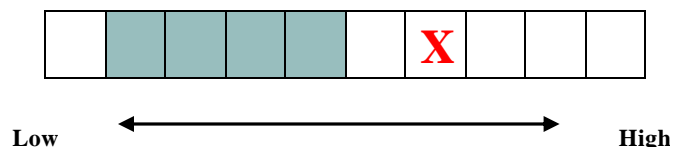
This section further details the results for Mr. Sample. For each quality, you will see the Job Match Pattern and the score obtained. Following this, the bulleted statements from the individual’s report are shown, along with comments directed toward his supervisor. Should the score fall outside of the Job Match Pattern, additional comments are provided.

### Competitiveness



- He rarely finds it difficult to express his ideas or defend his opinions to others. You may need to mediate, however, when his opinions are stated too forcefully.
- His confidence in expressing himself may occasionally be misinterpreted as unwarranted pride. Overconfidence may come into play depending on his skill at being objective about his abilities and personal strengths.
- When competition takes form, he is often ready for the challenge. He should be willing to accept any level of challenge, but you may need to determine if his experience and abilities match the confidence he expresses.
- Some individuals express themselves less enthusiastically than he does, which may be a cause for some frustration for him. When his patience with others wears thin, you may have to mediate between the players in such a situation.

### Self-Reliance



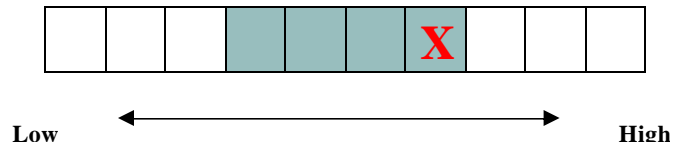
On the Self-Reliance scale Mr. Sample scored comparably with most people. However, his score is above the designated profile for this particular Job Match Pattern. This suggests that his self-reliance is greater than the position typically requires but that he should have no problem with the capability to work under supervisory guidance. Interview questions should explore the possibility that the position may not be sufficiently self-directed to maintain his interest and/or level of performance.

**The shaded areas represent the range of characteristics provided by your organization for this job pattern.**

**The “X’s” indicate this individual’s scores.**

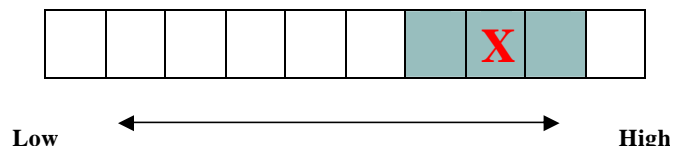


**Energy**



- The hustle and bustle of a dynamic profession can be motivational for him, but he can appreciate the opportunity to relax and catch his breath. Provide opportunities to regroup and prepare for the next challenge.
- His moderate level of determination and enthusiasm can be motivational to others, yet he is equally capable of turning to others for his motivational needs. He should, in other words, be open to working closely with others to build and share enthusiasm and encouragement.
- Working behind a desk, with little or no change in the routine, can sometimes be rather annoying for him. His ability to respond with enthusiasm may be encouraged with spontaneous goal setting and impromptu sessions of brainstorming with you or team members.
- Coping with numerous responsibilities at the same time can create a moderate challenge for him.

**Sales Drive**



- He is able to state his outlook decisively and with conviction. Try to also build his ability to listen closely and take into account the views of others when appropriate.
- Although the service he provides to customers and clients is essential, the winning aspects of successful sales are the true reward of this profession for him.
- Success is the primary motivation for him in most situations. If team members do not share this positive attitude about winning, some form of understanding may be needed, emphasizing the differences in team players and the strength that diversity provides the team.
- He is capable of making unpopular decisions when necessary, willing to force results in conflict-ridden conditions.

**The shaded areas represent the range of characteristics provided by your organization for this job pattern.**

**The "X's" indicate this individual's scores.**

## **Critical Sales Behaviors**

This section presents seven sales behaviors that were developed from a combination of Sales Success Qualities. They are typically considered important for success in most selling situations. The statements provided should be considered when working with Mr. Sample.

### **PROSPECTING**

More often than not, Mr. Sample has the energy to hunt for opportunities. He tends to be most effective in prospecting when it is done in brief spurts of activity rather than over an extended period of time. Trusting his own ability to develop an approach, he will tend to display innovation in developing a list of prospects and qualifying them for a sales call.

### **CLOSING THE SALE**

Mr. Sample is usually willing to move toward a close from the very beginning of the presentation. His confidence and competitiveness are quite high. With an average level of persistence and a high level of sales drive, he should consistently demonstrate the motivation to present his product in the most favorable perspective and use a variety of approaches to help the prospect appreciate their need for the product.

### **CALL RELUCTANCE**

Typically, call reluctance will be only an occasional hurdle rather than a real problem for Mr. Sample. Because of his resistance to rejection, Mr. Sample should show a consistent level of confidence when placing sales calls. He should be willing to pursue the sales process to completion in a consistent manner. His high sales drive serves him well in pushing through any periods of doubt that may occur.

### **SELF-STARTING**

If given the opportunity to add excitement to his daily events, Mr. Sample accepts it with interest. The bustle and stress of a fast paced profession is very motivational for him. Energetic and driven, Mr. Sample should prove to be an individual who takes initiative, gets things going during lull periods and uses resources to maximize such initiative. Mr. Sample tends to work out the details of how he will complete tasks on his own and is likely to accept additional challenges in order to satisfy his drive and energy. His autonomy and individualism are higher than many of his peers, which leads to unique goal setting and accomplishment. Mr. Sample derives motivation from within, taking the lead as a source of encouragement to others. He may need greater competitive challenges in order to maintain his initiative and satisfaction.

## **WORKING WITH A TEAM**

It is often easy for Mr. Sample to lead others and direct the course of action, yet he can also be perceived as rather dominant by some. When competition takes form, he should be ready for the challenge and is may be interested in directing others toward competitive goals. His drive and individualism are high and this may occasionally overshadow his willingness to coordinate the team and encourage cooperative efforts. He may prefer to set his own direction and establish personal methods rather than doing so as part of a consensus. Rarely does it take an outside motivation, like the inspiration of the team, to get him going. Mr. Sample derives motivation from within, and may be willing to take the lead as a source of encouragement to others within the limits of his relatively high self-reliance.

## **BUILDING AND MAINTAINING RELATIONSHIPS**

Mr. Sample is balanced in terms of his approach to building relationships. He has relatively high energy and autonomy under the right conditions. This should encourage him when initiating relations with clients, but may occasionally create boundaries for how much individualism he is willing to sacrifice. A relationship that suffers only an occasional snag when initiated is most favorable for his interpersonal style.

## **COMPENSATION PREFERENCE**

When competition takes form, he will often be ready for the challenge. Mr. Sample is primarily motivated by winning and the chase that concludes with a successful sale. He has a highly developed drive for sales and a focus on getting results. He has a self-reliance that is higher than average, which should add to his motivation and compensation needs. Mr. Sample derives motivation from within, occasionally taking the lead as a source of encouragement to others. Although the service he provides to customers and clients is essential, the winning aspects of successful sales are the greatest reward for him.

**NOTE:** This job match pattern should reflect your expectations and/or how your top performers responded to the Profiles Sales Indicator. The report indicates how this individual's results compared with the job match pattern. A continuing review of the impact and effectiveness of this job match pattern is important to ensure that it reflects your company's needs and culture.

When using this report for decision-making, its contents should not be used as the basis for more than one-third of any decision. Profiles International, Inc. is only responsible for the contents of this report and is not liable for any unauthorized disclosure or misuse of the information contained herein.