

# OBJECTIVE MANAGEMENT GROUP'S SALESPERSON EVALUATION



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## SALESPERSON EVALUATION

**OBJECTIVE MANAGEMENT GROUP'S** Salesperson Evaluation provides an in depth look at sales-specific competencies responsible for individual sales performance and results.



## WHAT MAKES THE OMG EVALUATION UNIQUE



**SALES SPECIFIC:** OMG's products are specifically designed for the sales profession. We have created 21 Sales-specific Competencies that measure an individual's tactical Selling Competencies, Sales DNA, and their Will to Sell.



**ROLE-SPECIFIC:** OMG offers Evaluations that are designed for sales reps, sales management, sales leadership, and sales support positions. Clients can configure our evaluations for inside roles, territory and vertical-based sales, account management, channel sales, national accounts, major accounts, hunting roles, farming roles and telesales.



**SALES PERCENTILE:** Built on data from assessing over two million salespeople, Sales Percentile provides a simple numeric view of how an individual compares to other salespeople.



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## HOW WE HELP YOU

**THE EVALUATION** measures sales people, managers, and leaders on 21 Sales-specific competencies. The 21 Core Competencies include:.

### WILL TO SELL COMPETENCIES

- Desire
- Commitment
- Outlook
- Motivation
- Responsibility

### SALES DNA COMPETENCIES




- Doesn't Need to be Liked
- Stays in the Moment
- Supportive Buy Cycle™
- Comfortable Discussing Finances
- Supportive Beliefs
- Rejection Proof

### TACTICAL SELLING COMPETENCIES

- Hunting
- Relationship Building
- Reaches Decision Makers
- Consultative Seller
- Value Seller
- Qualifier
- Presentation Approach
- Closer
- Sales Process
- Sales Technology



## EACH EVALUATION COMES WITH:

-  An Insights Report designed to be read by the individual who was evaluated
-  A Coaching Dashboard that provides sales leadership with quick access to key scores
-  Access to an online Personal Feedback tool allowing salespeople and the leaders to collaborate on priorities and next steps



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## LEARN MORE

[objectivemanagement.com](http://objectivemanagement.com) / US Toll Free: 800-221-6337 / International: 00 + 1 508-366-6200

**Contact us to get started:**

Michel Privé

[mprive@salesxceleration.com](mailto:mprive@salesxceleration.com)

713-907-6310



[www.slictexas.com](http://www.slictexas.com)