



SPI

Sales Potentieel Index

Recognise sales talent quickly

Commercial success and risk factors listed

Objective and accurate measurement

Asking the right selection questions

Recognise sales talent quickly

Better salesmen and women mean better sales results. HFMTalentindex's Sales Potential Index (SPI) lets you know within 25 minutes whether your candidate has the right qualities. The SPI is a completely automated expert report which informs you immediately whether or not you are dealing with a commercial ace. It is used to identify talented salespeople early in the selection process. You speak with the right individuals and engage salespeople who achieve results.

Commercial success and risk factors listed

With the SPI, you know the commercial qualities and possible weaknesses of your candidates right from the start. In a clear and comprehensible way, the report lets you know how much talent your candidate has in terms of 11 crucial sales competencies. Practical research has repeatedly shown that these competencies have the greatest predictive value when it comes to commercial success. The SPI lists all of the candidate's commercial success and risk factors in a clear and compact report.

The Sales Potential Index allows you to rapidly recognise **commercial talent**

SPI

Objective and accurate measurement

The SPI is based on the HFMtalentindex personality measurement. The HFMtalentindex personality measurement is a comprehensively validated test based on the Big Five model. Your online assessment system automatically translates the result of this test into the candidate's potential in terms of key sales competencies. This translation is based on scientific research and HFM's organisational psychologists' many years of practical experience. The SPI therefore provides a reliable picture of your candidates' commercial qualities. The information provided is objective, accurate and substantiated.

Tailor-made selection questions

In combination with an interview, the SPI provides the most complete picture of a candidate. The great benefit of the SPI is that you enter into a selection interview in a much more targeted way. You know the candidate's strengths and weaknesses in advance and can therefore focus your questions on them. The report provides a practical explanation of all competency scores, which means that you have genuine reference points for the interview. You learn more in less time about the candidate's commercial potential.

Uses and benefits

Selection

When you are looking for a good salesperson, you want to be certain that a candidate has a talent for sales. The SPI provides a definite answer. It provides objective and clear information about the candidate's commercial qualities and possible weaknesses.

Development

The SPI makes talented salespeople more effective by giving them insight into their strengths and weaknesses. The report makes targeted coaching and development possible. Salespeople learn how they can make the most of their strengths. They become more effective at doing what they are naturally good at, namely sales.

Career and mobility

Is one of your employees considering a commercial position? The SPI makes it clear whether the employee has the right qualities for the job. The SPI therefore gives direction to the employee's career.

Would you like to know more about the SPI?
info@hfmtalentindex.com

Overall sales potential



Social skills



Customer focus



Commercial drive



Negotiating

