

Sales IQ Assessment



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An objective analysis designed as a starting point, a personalized map of sales knowledge at this moment in time. It indicates where they are, why they are there and where to go. The scores on this Sales IQ Assessment show how well the person can sell.

Target: Sales Representatives – B2B/Complex/Relationship Selling

Features

- The participant responds to 30 actual sales scenarios with a "best-to-worst" scorecard.
- The results are presented in an exclusive Sales IQ Assessment report - and those results come complete with all the "why (rationale)" answers. The report presents:
 - The score the person received
 - The score is measured against others who sell in a similar way and against all salespeople, regardless
 - All the answers to the questions are shown
 - The participants discover how much their answers agree with the expert opinions.

Overview

An objective analysis designed as a starting point, a personalized map of sales knowledge at this moment in time. It indicates where they are, why they are there and where to go. The scores on this Sales IQ Assessment show how well the person can sell.

It is certainly not the only predictor of sales success, as the salesperson's behavioral style, personal attitudes, interests and values and their judgment and quality of decision-making also can, and often do, contribute to sales success.

Facilitators

One on One Coaching

Individual Coaching Sessions tailored to treat with specific leadership concerns

Whether you are trying to treat challenges with supervisor behaviour or preparing a manager for the next step in their leadership journey, one on one engagements are the best way to effect specific changes within an individual.

I meet one-on-one periodically with an executive or senior manager to create positive changes in business behaviour within an agreed time frame. The executive engages in a journey of change by working on weaknesses, clearing a way for strengths to shine and grow.



Coach Kenneth Corbie is the founder and Executive Chairman of Cite Up and Yes Careers Limited, two companies that are changing the business landscape in Trinidad and Tobago and the Caribbean Region.

Ken is the holder of a double major in Sociology and Management from the University of The West Indies. He holds certifications in Executive Coaching on the Sherpa Coaching methodology, Marshall Goldsmith Stakeholder Centered Coaching, and Change Management from Acuity Institute. He is a founding member of the Sales Enablement Society and President of the Trinidad and Tobago chapter.

His experience in management and leadership spans 3 decades with senior leadership positions in Telecoms, Home Furnishings and Food. This combination of experience and active practice makes him the most sought-after facilitator and speaker.



Luigi Prestinenzi

CEO, CO-Founder & Head of Growth / Host of the **Sales IQ Podcast** /
New Age Sales Enablement Expert

Luigi is highly regarded in the Learning and Development industry for leading major transformation projects with some of Australia's most respected companies.

Luigi has a strong focus on sales enablement and co-founded Sales IQ in 2013 to assist organizations in building effective go-to-market strategies and sales development solutions.

Luigi's point of difference when working with his clients is in becoming part of an organization's team, working side-by-side, getting to know each salesperson, and speaking to customers on the road and on the phone.



Carla Charles-Yee, is the Lead Facilitator and Learning Experience Specialist with Yes Careers Ltd. She has designed and facilitated training to hundreds in the fields of sales, customer service, supervision, business/telephone etiquette, team building, office administration, career management, personal branding and image.

She had also been certified by the Behavioral Science Research Press, Inc. to facilitate training and coach salespersons to eliminate their self-defeating behaviours resulting from **Sales Call Reluctance™**.

Her working experience spans 30 years in human resources, training and development, instructional design, sales and service. She is a graduate of the University of the West Indies and holds a Masters in Instructional Design Technology as well as a Post-Graduate Diploma in Instructional Design with Distinction. She has pursued studies with the University of Leicester, UK and was awarded with a Certificate in Training Practice and a Diploma in Training and Development.

Recruitment and Talent Development
Customer Service Transformation
Sales Development



Yes Careers
Reinventing the Future
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