



Sales Environment Fit Report

Chris Park



Professional

Styles

About this Report

This report is based upon the Wave® Styles assessment, which explores an individual's motives, preferences, needs and talents in critical work areas.

The results are based on a comparison with an international group of over 7,000 individuals working in sales.

Since the questionnaire is a self-report measure, the results reflect the individual's self-perception. Our extensive research has shown this to be a good indicator of how people are likely to operate in the workplace. Nevertheless, due consideration must be given to the subjective nature of using an individual's self-perception in the interpretation of these data.

It should be remembered that the information contained in this report is potentially sensitive and every effort should be made to ensure that it is stored in a secure place.

The information contained within this report is likely to remain a good reflection of the individual's self-perception for 12-24 months, depending upon circumstances.

The report was produced using Saville Assessment software systems. It has been derived from the results of an assessment completed by the respondent, and reflects the responses they made.

This report has been generated electronically. Saville Assessment do not guarantee that it has not been changed or edited. We can accept no liability for the consequences of the use of this report, howsoever arising.

The application of this assessment is limited to Saville Assessment employees, agents of Saville Assessment and clients authorized by Saville Assessment.

Sales Environment Fit Profile

The Sales Environment Fit Profile gives an indication of the workplace situations in which Chris Park is likely to be more or less effective as a salesperson. This profile shows the top and bottom ranked situations, based on responses to the Styles questionnaire.

Chris Park is likely to be more effective as a salesperson where:

- + finding creative solutions, innovative techniques and developing strategies is an important part of the sales process
- + it is beneficial to challenge customers' views and counter objections to move towards closing a deal
- + building trust with customers is achieved by developing and displaying expertise through learning and providing a visionary approach
- + initiative and energy are required to pursue new deals and drive sales to completion
- + there is a need for persuasion and a positive outlook to convince buyers

Chris Park is likely to be less effective as a salesperson where:

- ? it is important to maintain high standards and adhere to internal processes and external regulation
- ? a methodological approach to sales delivery which places emphasis on planning and meeting deadlines is a priority for customers
- ? there is a requirement to work collaboratively with colleagues and customers to agree deals and deliver projects
- ? there is a focus on building existing and making new connections to develop a network of clients
- ? there is a supportive, trusting environment and allocating time trying to understand customers' motivations is valued