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Summary - Sales

Talent Summary

JQbFit executive

Mr Sample scored below average on the Reasoning scale. His capacity for learning and applying new information is somewhat limited and he performs best when given clearly defined objectives and step-by-step routines. He may require additional assistance when addressing complicated tasks.

The Interest results of Mr Sample focus on the Financial, Technical and People Service themes. He tends to favour a detailed, analytical and logical approach to work. In addition, he enjoys research and other intellectual pursuits, and he enjoys having opportunities to assist others.

Mr Sample is generally willing to accept, and adapt to, external sources of control. He will work to maintain group harmony, but he will not allow others to take advantage of him. He devotes some effort to fostering good relations across departments and he keeps up with issues of common concern.

Working at a moderate pace allows Mr Sample to conserve his stamina for particularly timesensitive tasks. He has a tendency to trust most people once he gets to know them. He prefers to adopt supportive roles, as opposed to pursuing leadership roles.

In addition, his Resilience score suggests that he may occasionally encounter trouble effectively dividing his attention and resources when tasked with numerous objectives. He likely relies on a limited number of information sources when weighing options for key decisions. John may be less confident in his decisions, compared to many people. Mr Sample works best when receiving clear advice and guidance, and he may desire frequent progress checks.

Mr Sample exhibits fewer sales personality traits than the majority of people in this organisational level. He is not typically comfortable acting in the capacity of a salesperson and he may not be very motivated to pursue sales leads. If he must work in a sales environment, Mr Sample may be better suited to an ancillary role.



John Sample

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