



Lisa Harman

Business Development Manager Report

Self Assessment & Line Manager

Report Generated 7th January 2019

Making Sense Of Your Feedback

This report has been generated from the responses that you and your sales manager/coach gave about certain aspects of your performance across 96 statements.

This report is based upon feedback returned from the following:

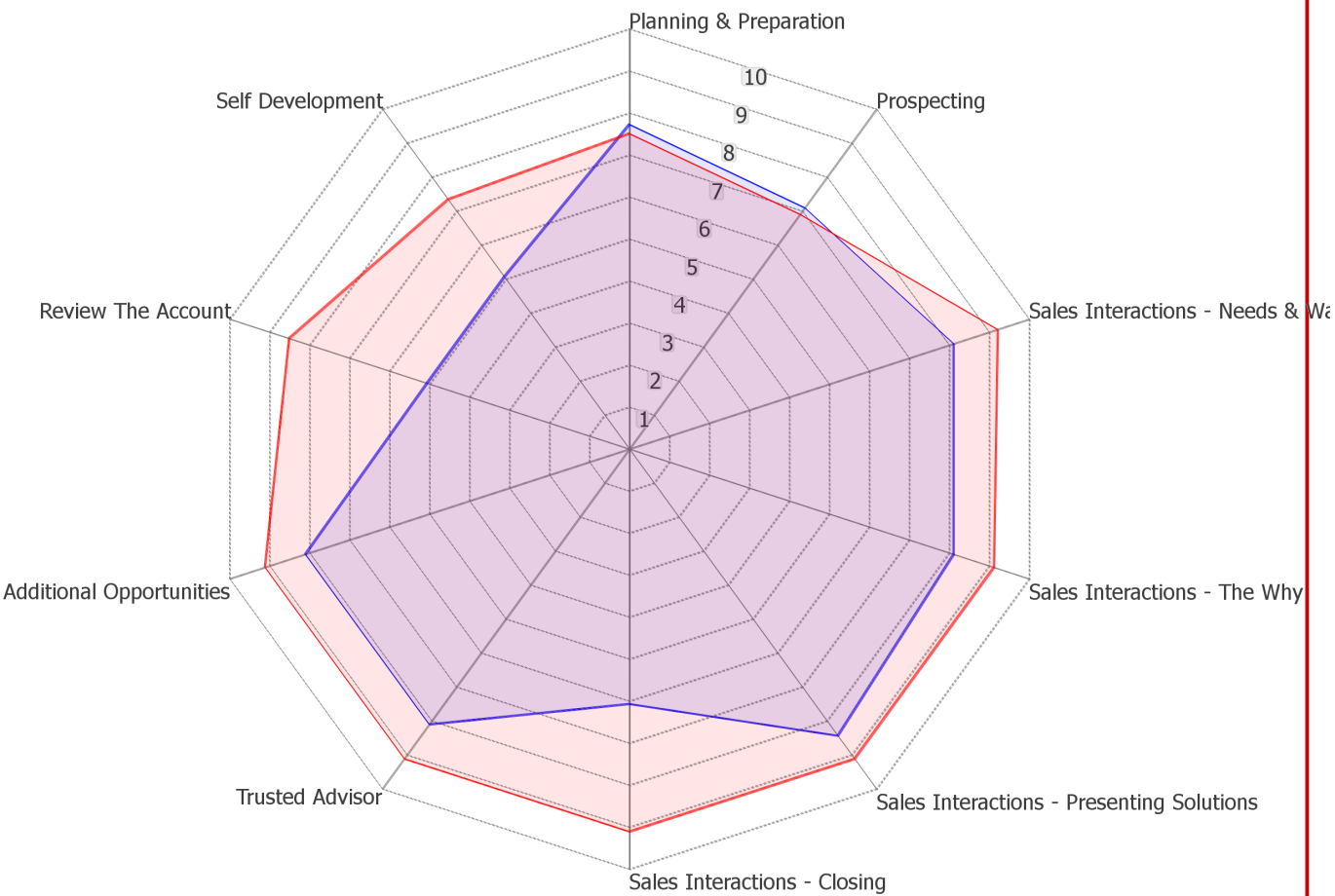
Role	Responses
Self Assessment	1
Sales Manager / Coach	1

The following shows the competency/skills areas used and the number of statements in each:

Area	Statements
Planning & Preparation	17
Prospecting	11
Sales Interactions - Needs & Wants	11
Sales Interactions - The Why	6
Sales Interactions - Presenting Solutions	18
Sales Interactions - Closing	11
Trusted Advisor	7
Additional Opportunities	6
Review The Account	5
Self Development	4

Overview

This diagram summarises your own scores and compares them to your sales manager/coach.



Self

Sales Manager/Coach

Summary Of Areas



Planning & Preparation

Self Assessment:  7.41
Sales Manager/Coach:  7.63

Prospecting

Self Assessment:  6.82
Sales Manager/Coach:  7

Sales Interactions - Needs & Wants

Self Assessment:  9.09
Sales Manager/Coach:  8

Sales Interactions - The Why

Self Assessment:  9
Sales Manager/Coach:  8

Sales Interactions - Presenting Solutions

Self Assessment:  9
Sales Manager/Coach:  8.33

Sales Interactions - Closing

Self Assessment:  9
Sales Manager/Coach:  6

Trusted Advisor

Self Assessment:  9
Sales Manager/Coach:  8

Additional Opportunities

Self Assessment:  9
Sales Manager/Coach:  8

Review The Account

Self Assessment:  8.4
Sales Manager/Coach:  5

Summary Of Areas

Self Development

Self Assessment:



7.25

Sales Manager/Coach:



5

Percentage Scores By Area

Area	Self Score	Sales Manager/Coach	Difference (Manager – Self)
Planning & Preparation	74%	76%	2%
Prospecting	68%	70%	2%
Sales Interactions - Needs & Wants	91%	80%	-11%
Sales Interactions - The Why	90%	80%	-10%
Sales Interactions - Presenting Solutions	90%	83%	-7%
Sales Interactions - Closing	90%	60%	-30%
Trusted Advisor	90%	80%	-10%
Additional Opportunities	90%	80%	-10%
Review The Account	84%	50%	-34%
Self Development	73%	50%	-23%

The purpose of this report is to illustrate the differences between how you scored yourself and the feedback that your Sales Manager/Coach provided.

The table above highlights the areas where your Sales Manager/Coach scored you LESS than your own self-assessment and also those areas where they marked you HIGHER than your own self- assessment.

Key:

Positive Difference represents where your Sales Manager/Coach has marked you higher than your own score.

Negative Difference represents where you have marked yourself higher than your Sales Manager/Coach.

All scores have been rounded to the nearest whole number.

High & Low

5 High

Below are the 5 areas with the highest average score from your Sales Manager/Coach.

	Score
I completely understand how purchasing decisions are made within my industry Part of : Planning & Preparation	Average - 10 Own Answer - 10 Sales Manager / Coach - 10
	Score
I understand the issues and trigger events that are most likely to cause my potential prospects to become dissatisfied which causes them to start searching for new solutions Part of : Planning & Preparation	Average - 10 Own Answer - 10 Sales Manager / Coach - 10
	Score
I have a system in place to understand and document the most important market trends affecting my prospects and clients Part of : Planning & Preparation	Average - 10 Own Answer - 10 Sales Manager / Coach - 10
	Score
I establish key info/define the scope of their requirements - budget, authority, timeframe, competition, business objectives, future plans, campaigns, launches etc Part of : Sales Interactions - Needs & Wants	Average - 9.5 Own Answer - 9 Sales Manager / Coach - 10
	Score
I regularly suggest ideas about products and services to get them involved Part of : Sales Interactions - Needs & Wants	Average - 9.5 Own Answer - 9 Sales Manager / Coach - 10

High & Low

5 Low

Below are the 5 areas with the lowest average score from your Sales Manager/Coach.

	Score
I have systems in place to listen out <input type="checkbox"/> for leads online (automatically) Part of : Planning & Preparation	Average - 4.5 Own Answer - 4 Sales Manager / Coach - 5
	Score
I set specific prospecting targets and goals and review my progress against each Part of : Planning & Preparation	Average - 4.5 Own Answer - 4 Sales Manager / Coach - 5
	Score
I have a prospecting strategy in place that I work through each week Part of : Planning & Preparation	Average - 4.5 Own Answer - 4 Sales Manager / Coach - 5
	Score
I have a 1 page summary of my key achievements and how I help my prospects ready to be sent to my prospects before I meet with them Part of : Planning & Preparation	Average - 4.5 Own Answer - 4 Sales Manager / Coach - 5
	Score
I regularly listen to sales and personal development CDs in my car Part of : Self Development	Average - 4.5 Own Answer - 4 Sales Manager / Coach - 5

Percentage Scores By Area

This section illustrates an overview of the results for each area.

Planning & Preparation

					Score
Self					74%
Sales Manager / Coach					76%

Prospecting

					Score
Self					68%
Sales Manager / Coach					70%

Sales Interactions - Needs & Wants

					Score
Self					91%
Sales Manager / Coach					80%

Sales Interactions - The Why

					Score
Self					90%
Sales Manager / Coach					80%

Sales Interactions - Presenting Solutions

					Score
Self					90%
Sales Manager / Coach					83%

Sales Interactions - Closing

					Score
Self					90%
Sales Manager / Coach					60%

Trusted Advisor

					Score
Self					90%
Sales Manager / Coach					80%

Percentage Scores By Area

Additional Opportunities

Self	<div><div></div></div>	Score
		90%
Sales Manager / Coach	<div><div></div></div>	80%

Review The Account

Self	<div><div></div></div>	Score
		84%
Sales Manager / Coach	<div><div></div></div>	50%

Self Development

Self	<div><div></div></div>	Score
		73%
Sales Manager / Coach	<div><div></div></div>	50%

Scores Per Statement

Key:

0%	- Never
50%	- Sometimes
100%	- Always

N
S
A

Area: Planning & Preparation

1.1 I have a prospecting strategy in place that I work through each week

	Score	N					S					A	n
Self	40%						1						
Sales Manager / Coach	50%						1						

1.2 I set specific prospecting targets and goals and review my progress against each

	Score	N					S					A	n
Self	40%						1						
Sales Manager / Coach	50%						1						

1.3 I regularly sit down and thoroughly plan out the who, when, where, what and how

	Score	N					S					A	n
Self	70%								1				
Sales Manager / Coach	70%								1				

1.4 I complete a "hit list" of companies I need to prospect to and I have a plan of how to "get in" and build a relationship with each

	Score	N					S					A	n
Self	70%								1				
Sales Manager / Coach	70%								1				

Scores Per Statement

Area: Planning & Preparation ..Contd

1.5 I regularly review and analyse my business sector, understanding their needs, wants and desires

											Score	N					S					A	n
Self											100%											1	
Sales Manager / Coach											80%									1			

1.6 I have a system in place to understand and document the most important market trends affecting my prospects and clients

											Score	N					S					A	n
Self											100%											1	
Sales Manager / Coach											100%											1	

1.7 I understand the issues and trigger events that are most likely to cause my potential prospects to become dissatisfied which causes them to start searching for new solutions

											Score	N					S					A	n
Self											100%											1	
Sales Manager / Coach											100%											1	

1.8 I work to a well defined, universally implemented and continually refined documented sales process that reflects sales practices within my company

											Score	N					S					A	n
Self											80%									1			
Sales Manager / Coach											70%								1				

Scores Per Statement

Area: Planning & Preparation ..Contd

1.9 I completely understand how purchasing decisions are made within my industry

		Score	N					S				A	n
Self		100%										1	
Sales Manager /		100%										1	
Coach													

1.10 I know exactly how many qualified prospects I need to engage with to set up 1 appointment

		Score	N					S				A	n
Self		40%						1					
Sales Manager /		100%										1	
Coach													

1.11 I know exactly how many appointments I need to have to achieve 1 sale

		Score	N					S				A	n
Self		80%									1		
Sales Manager /		80%									1		
Coach													

1.12 I have automated systems in place that monitor and track the latest goings on in my industry, with my competitors and my clients

		Score	N					S				A	n
Self		100%										1	
Sales Manager /		80%									1		
Coach													

1.13 I understand and know all of the possible objections that may arise either in the prospecting phase or during the meeting and I know exactly how to handle each one

		Score	N					S				A	n
Self		90%										1	
Sales Manager /		90%										1	
Coach													

Scores Per Statement

Area: Planning & Preparation ..Contd

1.14 I use social media to look up decision makers and to notice any commonalities ☐ before I call/meet

										Score	N					S					A	n
Self										90%											1	
Sales Manager /										80%										1		
Coach																						

1.15 I use the internet to position myself as an expert

										Score	N					S					A	n
Self										80%										1		
Sales Manager /										0%												1
Coach																						

1.16 I have systems in place to listen out ☐ for leads online (automatically)

										Score	N					S					A	n
Self										40%						1						
Sales Manager /										50%						1						
Coach																						

1.17 I have a 1 page summary of my key achievements and how I help my prospects ready to be sent to my prospects before I meet with them

										Score	N					S					A	n
Self										40%						1						
Sales Manager /										50%						1						
Coach																						

Scores Per Statement

Area: Prospecting

2.1 I can easily get through to the person I need to communicate my message with cold calls

											Score	N					S					A	n
Self											40%						1						
Sales Manager / Coach											70%								1				

2.2 I can easily get through to the person I need to communicate my message with email

											Score	N					S					A	n
Self											40%						1						
Sales Manager / Coach											70%								1				

2.3 I set aside and plan out specific times when I prospect on the telephone

											Score	N					S					A	n
Self											40%						1						
Sales Manager / Coach											70%								1				

2.4 I use social media to actively engage in discussions where my target market hang out

											Score	N					S					A	n
Self											80%										1		
Sales Manager / Coach											70%								1				

2.5 I actively network with decision makers on social media

											Score	N					S					A	n
Self											80%										1		
Sales Manager / Coach											70%								1				

Scores Per Statement

Area: Prospecting ..Contd

2.6 I know when I am being faced with a gatekeeper screen

										Score	N					S					A	n	
Self										90%											1		
Sales Manager / Coach										70%							1						

2.7 I know how to reply to different types of gatekeeper screens to get me through

										Score	N					S					A	n	
Self										80%									1				
Sales Manager / Coach										70%							1						

2.8 I set aside and plan out specific times when I prospect on the internet/social media

										Score	N					S					A	n	
Self										70%								1					
Sales Manager / Coach										70%								1					

2.9 I have criteria that I rate each prospect against to make them a qualified prospect

										Score	N					S					A	n	
Self										80%									1				
Sales Manager / Coach										70%							1						

2.10 I can easily set up meetings and appointments with the prospects I engage with

										Score	N					S					A	n	
Self										70%										1			
Sales Manager / Coach										70%										1			

Area: Prospecting ..Contd

	Score								N					S				A	n
Self																			
Sales Manager /																1			
Coach															1				

Scores Per Statement

Area: Sales Interactions - Needs & Wants

3.1 Before the meeting I check out the prospect's website for latest news, their profile etc

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											70%								1				
Coach																							

3.2 Before the meeting I check out the prospect's social media profile on the internet

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											70%								1				
Coach																							

3.3 Before the meeting I write out specific objectives for what I want to cover and achieve

											Score	N					S					A	n
Self											100%											1	
Sales Manager /											70%								1				
Coach																							

3.4 At the start of the meeting I have a pre-planned (not canned) opening that covers the objectives for the meeting and what they can expect

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											80%									1			
Coach																							

3.5 I have a set of questions in my mind that will start the flow of the interaction

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											80%									1			
Coach																							

Scores Per Statement

Area: Sales Interactions - Needs & Wants ..Contd

3.6 I find it easy to understand the prospect's current issues and challenges

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	80%										1		

3.7 I can easily show awareness of their business issues

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%										1		

3.8 I have market data/research to hand that backs up their pain/challenges

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%										1		

3.9 I regularly suggest ideas about products and services to get them involved

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	100%											1	

3.10 I establish key info/define the scope of their requirements - budget, authority, timeframe, competition, business objectives, future plans, campaigns, launches etc

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	100%											1	



Scores Per Statement

Area: Sales Interactions - Needs & Wants ..Contd

3.11 My prospects do 70% of the talking or above

Self										Score	N					S					A	n
										90%											1	
										50%						1						
Sales Manager /																						
Coach																						

Scores Per Statement

Area: Sales Interactions - The Why

4.1 I unearth what problems the current situation is causing

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%										1		
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	80%									1			

4.2 I can help the prospect to quantify what the current situation is costing (tangible and intangibles)

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%										1		
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	80%									1			

4.3 I can easily find out what motivates my prospects in terms of moving towards goals or away from pain

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%										1		
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	80%									1			

4.4 I understand how my prospect thinks and therefore how I need to present information to them to match their individual style

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%										1		
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	80%									1			

4.5 I discuss the implications of doing nothing

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%										1		
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	80%									1			



Scores Per Statement

Area: Sales Interactions - The Why ..Contd

4.6 I ask about what they have tried in the past and the impacts of this

											Score	N					S						A	n
Self											90%												1	
Sales Manager / Coach											80%											1		

Scores Per Statement

Area: Sales Interactions - Presenting Solutions

5.1 I act as an advisor and consultant interested in their problems rather than a sales person wanting to achieve their quota

		Score	N					S					A	n
Self	<div></div>	90%											1	
Sales Manager / Coach	<div></div>	90%											1	

5.2 I demonstrate my expertise and how I have helped others in the past

		Score	N					S					A	n
Self	<div></div>	90%											1	
Sales Manager / Coach	<div></div>	90%											1	

5.3 I can always summarise their current position and what it is costing them

		Score	N					S					A	n
Self	<div></div>	90%											1	
Sales Manager / Coach	<div></div>	80%										1		

5.4 I initially suggest solutions in concept eg - If we had something which..?

		Score	N					S					A	n
Self	<div></div>	90%											1	
Sales Manager / Coach	<div></div>	80%										1		

5.5 I talk in terms of benefits rather than techno waffle

		Score	N					S					A	n
Self	<div></div>	90%											1	
Sales Manager / Coach	<div></div>	90%											1	

Scores Per Statement

Area: Sales Interactions - Presenting Solutions ..Contd

5.6 I use relevant case studies and answer "What's in it for me?"

		Score	N					S					A	n
Self		90%											1	
Sales Manager /		80%										1		
Coach														

5.7 I know how to increase the value of the product/service so that it far outweighs the cost

		Score	N					S					A	n
Self		90%											1	
Sales Manager /		90%											1	
Coach														

5.8 I build up the value before revealing the price

		Score	N					S					A	n
Self		90%											1	
Sales Manager /		90%											1	
Coach														

5.9 I effectively deflect questions about pricing before I have covered the value

		Score	N					S					A	n
Self		90%											1	
Sales Manager /		80%										1		
Coach														

5.10 I cover off all possible objections upfront within my sales interaction

		Score	N					S					A	n
Self		90%											1	
Sales Manager /		80%										1		
Coach														

Scores Per Statement

Area: Sales Interactions - Presenting Solutions ..Contd

5.11 When presenting our solutions I focus on their key requirements and really go into detail to whats important to them

											Score	N					S						A	n
Self											90%												1	
Sales Manager /											80%											1		
Coach																								

5.12 I make sure that my proposals/quotes (written docs) cover all of the prospects needs and wants

											Score	N					S						A	n
Self											90%												1	
Sales Manager /											80%											1		
Coach																								

5.13 I know how to match up the prospects situation and how to propose the exact solution

											Score	N					S						A	n
Self											90%												1	
Sales Manager /											80%											1		
Coach																								

5.14 I keep the prospect involved when presenting my solutions

											Score	N					S						A	n
Self											90%												1	
Sales Manager /											80%											1		
Coach																								

5.15 I use real case studies and examples in presenting evidence of past successful solutions

											Score	N					S						A	n
Self											90%												1	
Sales Manager /											80%											1		
Coach																								

Scores Per Statement

Area: Sales Interactions - Presenting Solutions ..Contd

5.16 I clearly reiterate the issues and objectives of the prospect before moving to the solution

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										80%										1		

5.17 I can demonstrate thorough knowledge and understanding of our products and services and how they benefit the prospect

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										90%											1	

5.18 I can easily work out if my ideas are receptive from the body language of the audience

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										80%										1		

Scores Per Statement

Area: Sales Interactions - Closing

6.1 I summarise what I am offering - referring to their shopping list

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	60%						1						

6.2 I can spot buying-signals and know how to follow up on these

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	60%						1						

6.3 I know how to build up the commitment on the buyers side

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	60%						1						

6.4 I ask for the business with confidence

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	60%						1						

6.5 I hold firm when faced with discount requests

		Score	N					S					A	n
Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	90%											1	
Sales Manager / Coach	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	60%						1						

Scores Per Statement

Area: Sales Interactions - Closing ..Contd

6.6 I effectively negotiate with my prospects and instead of just lowering the price I repackage the solution

										Score	N					S					A	n	
Self										90%											1		
Sales Manager / Coach										60%						1							

6.7 I make it easy for the prospect to buy from me

										Score	N					S					A	n	
Self										90%											1		
Sales Manager /										60%						1							
Coach																							

6.8 I know exactly how I will respond if faced with ANY objection

										Score	N					S					A	n	
Self										90%											1		
Sales Manager / Coach										60%						1							

6.9 I use trial closes prior to asking for the business

										Score	N					S					A	n	
Self										90%											1		
Sales Manager / Coach										60%						1							

6.10 If faced with an objection I isolate it to ensure it's the only one I have to cover

										Score	N					S					A	n	
Self										90%											1		
Sales Manager / Coach										60%						1							



Scores Per Statement

Area: Sales Interactions - Closing ..Contd

6.11 When closing I know how to control the conversation yet allow the prospect the feeling of being in control

Self										Score	N					S					A	n
										90%											1	
										60%						1						
Sales Manager /																						
Coach																						

Scores Per Statement

Area: Trusted Advisor

7.1 I don't just take their money and run - I develop trust after the order and put plans in place in order to do this

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										80%										1		

7.2 I continue to position my company and our products and services with the customer in a "non hard sell" way

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										80%										1		

7.3 I add my existing and new clients into my social media funnel to drip feed them with content, helpful articles and information

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										80%										1		

7.4 I maintain ongoing customer involvement and communication

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										80%										1		

7.5 I develop the relationship with the customer

										Score	N					S					A	n
Self										90%											1	
Sales Manager / Coach										80%										1		

Scores Per Statement

Area: *Trusted Advisor ..Contd*

7.6 I develop relationships with others in their organization through them

											Score	N					S						A	n	
Self											90%												1		
Sales Manager /											80%												1		
Coach																									

7.7 I keep watch to ensure that everything I promised is made true

											Score	N					S						A	n	
Self											90%												1		
Sales Manager /											80%											1			
Coach																									

Scores Per Statement

Area: Additional Opportunities

8.1 I regularly keep in touch with my customers to get feedback on the product/service and to establish further opportunities

										Score	N					S					A	n
Self										90%											1	
Sales Manager /										80%										1		
Coach																						

8.2 I regularly offer new ideas and solutions to my existing customers

										Score	N					S					A	n
Self										90%											1	
Sales Manager /										80%										1		
Coach																						

8.3 I have a plan in place to develop more contacts within the company

										Score	N					S					A	n
Self										90%											1	
Sales Manager /										80%										1		
Coach																						

8.4 I keep an ongoing interest in their business - keep in contact - send interesting articles, information, regular emails, phone calls

										Score	N					S					A	n
Self										90%											1	
Sales Manager /										80%										1		
Coach																						



Scores Per Statement

Area: Additional Opportunities ..Contd

8.5 I develop the relationship to build a referral base from them

Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	Score	N					S					A	n
			90%									1		
			80%								1			
Sales Manager /	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>													
Coach														

8.6 I ask satisfied clients for referrals

Self	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	Score	N					S					A	n
			90%									1		
			80%								1			
Sales Manager /	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>													
Coach														

Scores Per Statement

Area: Review The Account

9.1 I review each of my accounts at least twice a year

											Score	N					S					A	n
Self											60%						1						
Sales Manager /											50%						1						
Coach																							

9.2 I formally review the success of the products and services that I have "sold" with the client

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											50%						1						
Coach																							

9.3 I formulate a strategic revenue plan for each account

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											50%						1						
Coach																							

9.4 I am "There" when future needs and wants are identified

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											50%						1						
Coach																							

9.5 I recommend other products and services to my clients

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											50%						1						
Coach																							

Scores Per Statement

Area: Self Development

10.1 I go out of my way each week to learn something new about selling

											Score	N					S					A	n
Self											100%											1	
Sales Manager /											50%						1						
Coach																							

10.2 I regularly listen to sales and personal development CDs in my car

											Score	N					S					A	n
Self											40%					1							
Sales Manager /											50%						1						
Coach																							

10.3 I am fully aware of what I need to improve to make more sales

											Score	N					S					A	n
Self											90%											1	
Sales Manager /											50%						1						
Coach																							

10.4 I have a self development plan in place to improve the areas that need improvement

											Score	N					S					A	n
Self											60%						1						
Sales Manager /											50%						1						
Coach																							

Open Ended Question Responses

Your Sales Manager/Coach had the opportunity to write some comments about what you do well and should continue to do as well as what they'd like you to do differently. (Please note that spelling and grammar is not checked and is provided as it was typed into the system)

What you should start doing...

Self

- Forecasts

Sales Manager / Coach

- Closing deals

Open Ended Question Responses

Your Sales Manager/Coach had the opportunity to write some comments about what you do well and should continue to do as well as what they'd like you to do differently. (Please note that spelling and grammar is not checked and is provided as it was typed into the system)

What you should stop doing...

Self

- Worrying about my perception in the company

Sales Manager / Coach

- new to the business so still in learning process of how PLM Work

Open Ended Question Responses

Your Sales Manager/Coach had the opportunity to write some comments about what you do well and should continue to do as well as what they'd like you to do differently. (Please note that spelling and grammar is not checked and is provided as it was typed into the system)

What you should continue doing...

Self

- Learning about latest key service providers

Sales Manager / Coach

- Keep doing what they are doing however think more on personal development and sales strategies