MAKES HIRING FOR SALES POSITIONS

SIMPLER AND SMARTER

AS A BUSINESS OWNER OR HIRING MANAGER, YOU KNOW THAT HIRING BAD OR MEDIOCRE SALESPEOPLE CAN BE DISASTROUS FOR AN ORGANIZATION. PXT SELECT™ EQUIPS ORGANIZATIONS WITH ACTIONABLE CANDIDATE DATA TO HELP THEM INTERVIEW, HIRE, AND SECURE THE RIGHT PEOPLE FOR THE RIGHT JOBS.

PXT Select is a unique selection assessment that fills the gap between the resume and the interview. Powered by the latest assessment technology, *PXT Select* drives a suite of reports that can be used throughout the employee lifecycle. Its suite of sales-specific reports focuses on an individual's approach to the following critical sales practices, helping you gain insight and confidence in hiring the right salespeople.

- PROSPECTING
- INITIATING CONTACT
- BUILDING AND MAINTAINING RELATIONSHIPS
- CLOSING THE SALE
- SELF-STARTING
- RESOURCEFULNESS
- COACHABILITY
- WORKING WITH A TEAM

ONE ASSESSMENT, ACCESS TO A FULL SUITE OF REPORTS.

PXT Select goes beyond the hiring process and helps you shape the overall employee experience. With sales-specific reports, *PXT Select* can help you select, onboard, coach, and develop salespeople in organizations of any size.

PXT SELECT SALES-FOCUSED REPORTS INCLUDE:

- **COMPREHENSIVE SELECTION REPORT**
  This powerful report helps identify a candidate's fit to a role. It features dynamic interview questions to help strengthen the overall hiring process. With a focus on sales, this report highlights critical sales practices, and how a candidate might demonstrate them, helping you select the right salespeople for your organization.

- **INDIVIDUAL'S FEEDBACK REPORT**
  Candidates can learn from *PXT Select*, too! This participant report offers personalized feedback to the candidate or employee.

- **COACHING REPORT**
  This report provides tailored coaching guidance giving managers personalized tips and strategies to develop their sales team members.

THE FOLLOWING REPORTS ARE ALSO AVAILABLE WITH *PXT SELECT*:

- MULTIPLE POSITIONS REPORT
- MULTIPLE CANDIDATES REPORT
- PERFORMANCE MODEL REPORT
- TEAM REPORT
- INDIVIDUAL'S GRAPH
- MANAGER-EMPLOYEE REPORT

HIRE THE RIGHT SALESPEOPLE WITH *PXT SELECT*

To learn more, contact me, your PXT Select Authorized Partner.

Florida Training Solutions
a Steigelman & Associates Company

Florida Training Solutions
Jacksonville, Florida
Laura@FLTrainingSolutions.com
www.FLTrainingSolutions.com
904-614-1221