

# SALES BENCHMARK REPORT





In Reference To:

**Jones And Co**

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Terry,

To hire and retain the best possible sales team, we have identified the background and characteristics of your sales organization. This should be used to benchmark all future sales hires and can be used to identify your existing sales staff to see how well they match with your corporate needs. Remember a good salesperson is an asset not a liability. They are the #1 value to your organization. That being said, the idea of "hire slow, fire fast" is well known but rarely adhered to.

This Hiring process is set up in these 5 steps very purposefully. Creating a true process for continual candidate prospecting is essential to hire sales superstars.

Filling an open 'spot' when you need one is a very dangerous way to grow your company.

If you are a quality organization and profess quality products and services, by hiring out of need in a vacuum is the opposite of quality.

Your sales staff is an extension of your organization. That is not just about how well they 'bond' with a prospect or client. There are several other important factors that will create success, or hurt it.

Why? Because a salesperson is an asset not a liability. That being said, would you only look for an asset only when you lose one? Of course not. It is most important to look better, more creatively and more consistently to create a team of A players. Is it possible? Yes. Is it simple, no.

Ask yourself a few questions.

- Do I really know how this person will sell?
- What success will they have in my organization?
- What are the 'red flags' that I need to know early to make the most appropriate decision in hiring?
- What are the hidden factors that I may not know from an interview?

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A handwritten signature in cursive script that reads "Greta Schulz".

Jones and Co

Below is your corporate benchmark code;

Jones818

Please give this code to each candidate as well as this link to complete the BenchMatch portion of the assessment.

<https://corpsalesmatch.com>