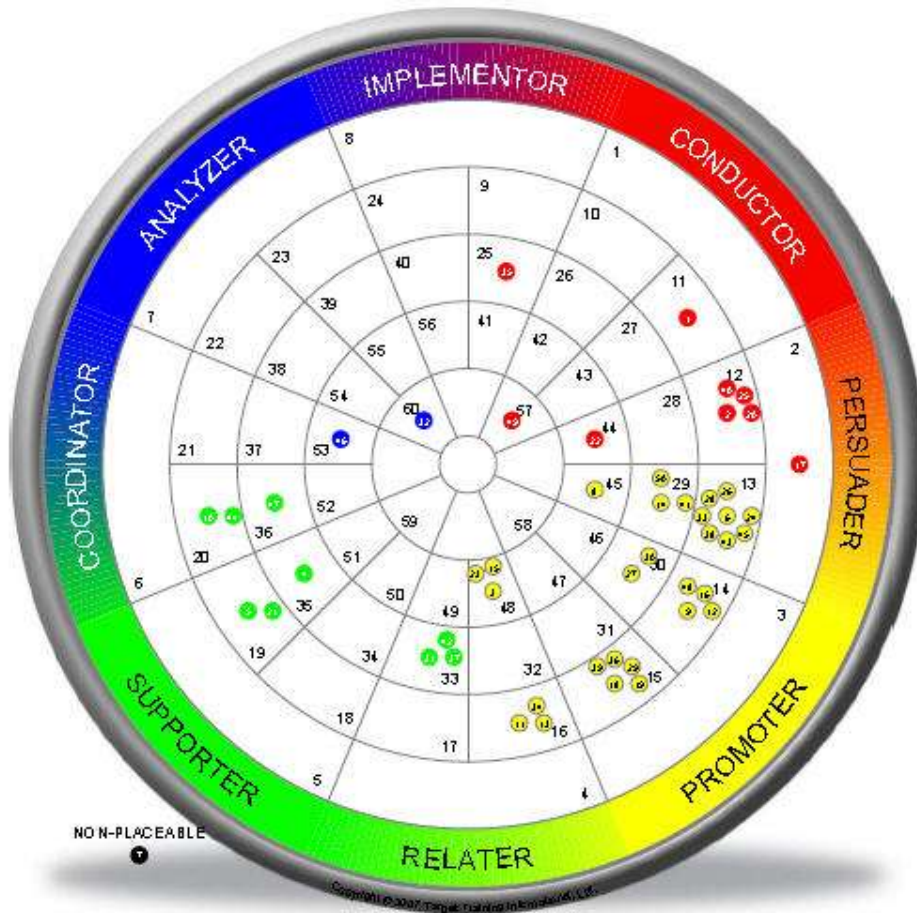


Selling Style and Motivation that Successful Office Technology Sales People have in Common

From a study among 50 top Office Technology Sales People by Precision Hiring & Development in June 2012

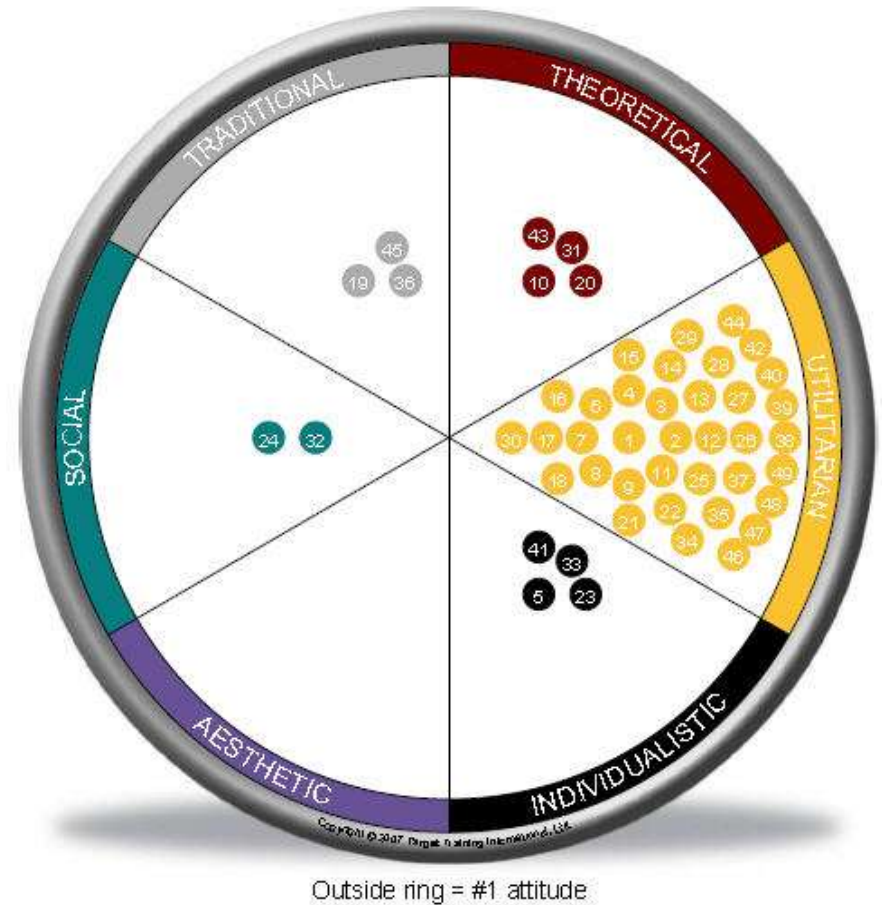
This Success Insights® chart in our *Professional Sales Profile* plots the **Sales Personality/Behavior** (selling style) of 50 top office technology sales people.

This Success Insights® chart in our *Professional Sales Profile* plots the **Sales Motivation** of 50 top office technology sales people.



32 of 50 (64%) = Implementor-Conductor-Persuader-Promoter typically the best fit for sales territories with shorter sales cycles.

18 of 50 (36%) = Relater-Supporter-Coordinator-Analyzer, typically the best fit for major account sales with longer sales cycles.



37 of 50 (74%) = Utilitarian -Strong interest in money and return on the investment of time and money. Very competitive, with a strong need to win and surpass others in wealth

For more information about this study and how our Professional Sales Profile can help you hire and retain sales superstars and reduce expensive sales rep turnover, contact Precision Hiring & Development at 800.875.7599, sales@precisionhiring.com or visit our website at www.precisionhiring.com