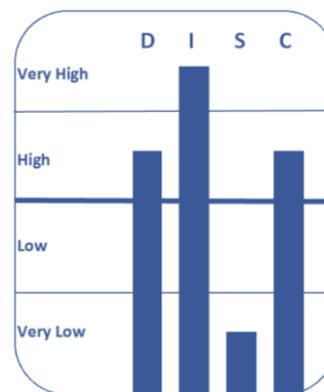


## Del Garde - Selling Profile Report (SLPR44001T)

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### Primary Characteristics:

- ✓ Persuasive
- ✓ Communicative
- ✓ Positive
- ✓ Active
- ✓ Eager
- ✓ Restless



D	I	S	C
Dominance	Influence	Steadiness	Conscientiousness

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### Primary Characteristics:

This candidate has great people sales skills and will be very well suited to a new business or relationship environment. Their naturally friendly and positive character means they will build confidence and trust quite quickly. Persuasive and confident in style, they find it easy to communicate their ideas in the sales process and bring it to a conclusion. This candidate is likely to be inquisitive and restless, and always searching for new opportunities. Self-motivation is something they are not short of, finding it easy to influence the decisions of others. They are always alert, mobile and are naturally a good communicator.

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### Sales Style:

- Opening:** A friendly but strong and controlled style.
- Fact Finding:** Inquisitive and probing by nature should ensure good information gathering.

**Presenting:** The presentation of information will tend to be detailed and precise but with good interaction.

**Closing:** This part of the sales process should come very naturally to this candidate.

**Sales Role:** A persistent and competitive style makes them ideal in a new business or account management role. Due to their natural interpersonal skills, they will be good at building and maintaining customer relationships. They would also suit a complex/detailed product or service.

**Environment:** A strong ability to sell a technical product or service and work in a high process/ structured environment.

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### **Key Motivator:**

They seek and enjoy public praise and recognition, particularly amongst their peer group.

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### **Basic Fears:**

This candidate is a people person and team player; they do not like rejection particularly by others close to them. There is also a strong desire to have structure in their work place.

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### **Management Style:**

They are a natural leader with a friendly, motivational style of management. They will have high expectations of those who work for them. Persuasive, driving and focused are all words at the core of their profile. They are a natural motivator of others and at times inspiring. Often prefers to communicate by writing.

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## Sales Character Trait Grid:

### I/S 4 Natural Profile

The “Natural” profile report presents a view of the person’s core behavioural character traits. Matching a job role to these traits, means a person is operating in a working environment that feels natural to them. This generates less stress and dramatically increases the likelihood of success.

#### Candidate’s Preference

Character Trait	Definition	Low	Average	Medium	High
<b>Drive</b>	Self-motivated, strong client meeting control, Work focused, Ambitious, Needs to achieve and be successful.				
<b>Competitive</b>	Very competitive and works hard to be the best				
<b>Communication</b>	Excellent rapport builder, good at relationship management, a natural influential and persuasive style, Good communicator.				
<b>Positive Attitude</b>	Has very positive and optimistic attitude.				
<b>Support</b>	Likes dealing with customer problems and issues, very amiable, good listener				
<b>Pace</b>	Can be quite restless at times, prefers a high paced work environment. Has a high activity levels.				
<b>Attention to Detail</b>	Suited to technical/complex sales, tends to have a systematic approach, accurate paperwork, likes structure and process.				
<b>Independence</b>	A firm, Independent style, has the ability to work autonomously, could be a bit strong-willed at times.				

Sales Role	Definition	Low	Average	Medium	High
<b>New Business</b>	Good at prospecting and identifying new business opportunities, confident in closing, enjoys the win, positively manages rejection				
<b>Account Management</b>	Develops a good customer relationships, enjoys maintaining existing revenue and growing business steadily.				
<b>Technical Sales</b>	Good at selling or supporting the sales of a product or service with a high technical or complex element.				
<b>Sales Support</b>	Enjoys the management and completion of sales paperwork and processes. Supports and coordinates the sales team activity.				