



Sales Analysis: Optimize Your Team

We work with you to give you the information you need to have a clear understanding of where your sales team is and where it needs to be.

An Established and Proven Process

Our GDI Sales Team Analysis[®] program works with you and your sales team to assess your sales team and evaluate:

- Skills
- Capabilities
- Attributes
- Motivation
- And more

Our results give you a report of your group as a team as well as an evaluation of each individual team member.

Our sales analysis experts concentrate on the sales role focus, performance accountabilities, sales process, territories and even compensation numbers to paint a clear and accurate picture of sales and the sales team.

Results You Can Use

When you take advantage of sales analysis through our GDI Sales Dynamics Assessment[®], we utilize our innovative “top performer” metrics, which we call our GDI Sales Team Benchmark[®]. These metrics help the sales leadership at your company evaluate your sales team, measuring results to discover how each individual member compares to the rest of the sales team as well as to the established benchmark.

GDI will summarize the strengths, weaknesses, skills and overall “fit” of your sales team. We provide recommendations for improving your team to more successfully meet your sales goals.

Sales Analysis: Knowledge That Makes a Difference

As you know, the marketplace is volatile, and it is crucial for you to understand the capabilities of your team as you work to increase business. If your team struggles in a certain area, you need to know about it as soon as possible so you can work to make adjustments to your strategy. Also, it is important for you as a sales manager to take the right steps towards retaining every member of your sales team. You have already invested a great deal of time and money in hiring and training each member, so you need to make sure that each member of your team is a good “fit” in their position, and our innovative sales analysis provides you with this crucial information.

If you are looking for world-class solutions to support selection, performance and retention of the most effective sales team, or you desire to increase your company’s sales by optimizing customer retention, call us at (877)434-2677 to find out how Growth Dynamic can provide a solution for you.