



Talent Assessment & Selection

Janek Performance Group recognizes that the key to any successful sales initiative requires having the right people in the right roles, and ensuring they are skilled to execute and perform at optimum levels in front of your customers. That begins with a proactive talent management strategy.

How We Partner With You:

Sales Competencies: We gain a thorough understanding of your organization's mission, values, guiding principles, and elements of success ranging from the macro level, down through to the micro level with the objective to define specific, customized competencies necessary for success in a particular role. As several competencies emerge per role, a composite is formed and may be used as a basis for benchmarking, evaluation and hiring decisions.

Sales Management Competencies: Succession planning is critical as is identifying the next top performer on your sales team, who will be a worthwhile investment for developmental dollars. Our process enables us to efficiently go one level up and create competencies for sales managers that will identify those key elements that make your managers and top performers especially effective.

Hiring Process Support: As you recruit new talent, our human resource consultants can provide full support services throughout the hiring process. This ensures that the power of sales competencies are leveraged to the fullest extent. They are able to write job descriptions, provide behavioral based questions that support the sales competencies and help with candidate evaluation criteria to ensure the highest hiring success rates.

We specialize in clearing problems that hinder sales performance.

Since our inception, our products and services have continued to evolve with us. In contrast to many sales coaching services in the market, our approach is rooted in research and has been proven effective across virtually every industry. We strive to remain innovative and always one step ahead to drive sales performance.

About Janek

Maximizing your sales performance is Janek's top priority.

Our trainers combine personal success as sales professionals with proven effectiveness as sales trainers. Meeting you where you are, we take you to where you want to be – with all the tools and strategies you need to reach your true potential.

To learn more about Janek and our training options, visit us online at www.janek.com.

**Ready to
Get Started?**

We're ready to hear about your sales challenges and develop a sales coaching solution to ensure flawless execution of your strategy.



www.janek.com

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