JTX | SALES FORCE INTELLIGENCE

CONNECTING THE ART AND SCIENCE OF SALES

OUR APPROACH

Unlike any other training program or assessment tool, Sales Force Intelligence considers and measures FOUR KEY ELEMENTS that are CRUCIAL to improving your sales performance:

Scientific Assessment of Your Sales Org

- ❑ **Competencies**
- ❑ **Behaviors**
- ❑ **Sales DNA**

Strategic **Leadership Alignment**

- ❑ **Processes**
- ❑ **Systems**
- ❑ **Strategic Objectives**

Survey of **Your Top Clients**

- ❑ **Priorities**
- ❑ **Loyalty Criteria**

Survey and Field-Level Check of **Your People**

- ❑ **Day to Day Reality**
- ❑ **Obstacles and Challenges**
- ❑ **Opportunities**

Comprehensive JTX SEIA (Sales Effectiveness and Improvement Analysis)

Our analysis of these **4 key areas combine to create a comprehensive report of your entire sales organization** that highlights EXACTLY what needs to be addressed and how much MORE REVENUE will be generated within the next 12 to 36 months as result.

JTX STRIDE™ Training Program

Customized based on your SEIA to perfect the execution of your sales methodology

Your Sales Success Profile

Will allow you to screen and hire candidates with a >94% likelihood of success