



Sales Readiness Group

Recruiting and Selecting Stars

SALES LEADERSHIP SERIES

Recruiting and Selecting Stars is a program that provides sales managers a fail-safe selection system to recruit, screen, interview and hire high performance sales professionals. This program helps sales managers implement a system that will result in hiring more high-potential, “ideal” sales professionals and reducing turnover.

Hiring star performers is critical to the success of any sales organization. A sales manager without an effective recruiting plan risks finding too few qualified candidates or candidates with the wrong skill sets. A planned interview and selection process can make the hiring decision less time consuming and most importantly, find those “game changing” candidates that produce stellar sales results.

Recruiting and Selecting Stars helps sales managers follow a planned process for sourcing, screening, interviewing and hiring sales stars.

Recruiting and Selecting Stars modules and topics include:

- Recruiting and hiring using a planned and repeatable process
- Setting recruiting goals to bring in the needed quantity and quality of high potential sales professionals
- Improving interviewing skills using STAR questions that probe sales competencies like aggressiveness, work ethic, motivation
- Follow a process to validate candidates and present offers

Sales Readiness Group solutions are tailored to the exact requirements, culture, and challenges of your organization.

Program Delivery

- Group Workshops
- One-on-One Coaching
- Group Coaching
- Web-Based Synchronous Sessions
- Train the Trainer
- Follow-up & Reinforcement Tools

More Sales Leadership Programs

- Sales Leadership
- Managing Sales Performance
- Counseling for Improved Performance
- Sales Coaching
- Precision Leadership Coaching
- Comprehensive Sales Management

Sales Readiness Group, Inc.

Sales Readiness Group provides clients with customized solutions that improve sales performance, develop sales leaders who inspire and drive great results, and build more effective sales organizations.

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