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Russell Consulting International is licensed to market, sell and implement Select International, Inc. USA products and services in Australia & Asia Pacific.

Who Should Attend:

- ◆ CFO's, CEO's, COO's
- ◆ Executive HR
- ◆ OD Managers/Directors
- ◆ Customer Service Managers

Ensure the Success of Your Sales Force in an Economic Downturn

In light of recent developments in the global credit markets, can your organisation afford to bring on mediocre sales talent? The marketplace has become and will continue to be increasingly competitive due to economic conditions. The difference between success and failure comes down to the success of your sales force. After all, your organisation relies on strong sales performance for its bottom-line revenue. This can only be achieved by identifying and then placing the right types of sales people in the right roles.

- Do you know what competencies you should measure to predict sales success in your organisation?
- Do your sales people lack the achievement drive to meet quotas?
- Are you seeing few leads and stagnant incoming revenue due to sales people with ineffective prospecting skills?
- Do some of your sales people have time and resource management skills, but lack professional impact and influencing skills?
- Are poor fits in the sales force resulting in high turnover and lost productivity?

If you answered "yes" to any of the above questions, join us for a briefing where we'll discuss the results of a two year research study on the prediction of sales performance. Keynote speaker Chris Klinvex, co-author of the business best selling book, "Hiring Great People," and Executive VP and Co-Founder of Select International, led a team of researchers that evaluated all published, empirical findings dating back to the beginning of the 20th century in an attempt to determine the core factors that are consistently related to performance in sales positions. Based on findings in over 600 published studies involving more than 450,000 salespeople at all levels, Chris will discuss how you can identify the core factors that differentiate people who succeed in sales from those who don't through the use of cutting edge sales evaluation tools. In addition, you will learn:

- How to identify your next top performer
- How to develop your average performers
- How to get the right sales people in the right roles within your organisation
- What works and what doesn't in terms of finding, hiring and retaining top sales talent in an economic downturn

About the Keynote Speaker:

Chris Klinvex is the Executive Vice President and Co-Founder of Select International, Inc., a global leader in assessment technology, strategic recruitment services/RPO and talent acquisition strategy. Chris has spent more than 15 years consulting with large corporations throughout the world on the integration of human resource systems. His experience in working with multinational companies includes automated staffing system design and implementation, company wide employee retention programs, design and implementation of sales evaluation systems, labor market analysis, managerial and executive assessment and leadership training. Chris speaks regularly at business conferences worldwide on issues regarding employee selection and retention. Some clients he has worked with include British Telecom, Citibank, Corning, General Motors, Texaco, Weyerhaeuser, Orica, Toyota, Goodyear and Merck. Chris has an M.A. in international Business Management and a B.A. in Education.



Chris Klinvex
Executive V.P.
and Co-Founder
Select International, Inc.