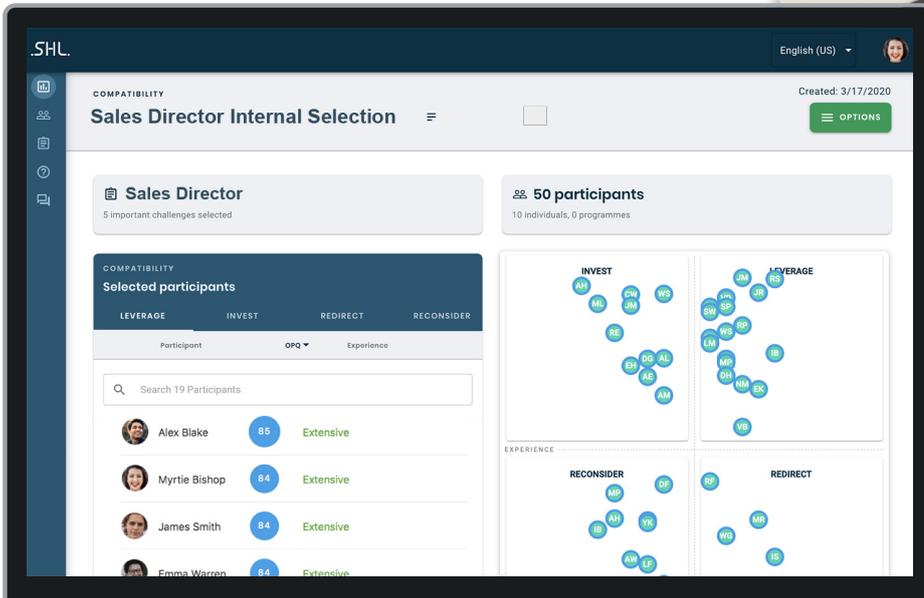


SHL Sales Transformation



Transform Your Sales Talent

Accelerate your sales strategy by building and developing a high-performing sales team with SHL's powerful platform of real-time people insights.



Develop your future star performers



Deliver value to your customers



Meet and exceed your targets



Rethink about your sales talent to unleash growth

B2B sales has been completely transformed by digitally native consumers, with majority of the buying cycle now completed online. But at least 70% of sales professionals' struggle to keep up with these changes, and at least half of all organizations do not believe they have the right talent.

It is time to transform your sales recruitment and talent management practices and build an agile, resilient, data-driven sales force capable to thrive in radically changing environments.

Drive your sales transformation agenda with SHL

SHL assesses your people against the critical sales competencies needed for the digital age with an unmatched portfolio of assessment and interview technology. The result is deep insights that address your sales talent gaps and drive commercial success.

1. Review and rebuild your sales teams

with actionable insights into individual and team potential, sales outcome metrics, and external benchmarks.

2. Targeted sales talent development

with insights into critical sales competencies, to help them succeed in the digital age.

3. Build top performing sales team

by assessing candidates with SHL's unique Sales Transformation Model or your own sales competency framework.

All on one platform that is seamlessly integrated with your ATS.



Deliver exceptional outcomes by building and developing great sales team



Unlock business growth

3X

increased likelihood for sales teams to meet its quota, when guided by SHL's critical people insights.



Delight your customers

52%

increased likelihood your sellers will be rated as top performers, when they closely collaborate with customers.



Deliver exceptional results

33%

increased likelihood your sellers will exceed targets, when talent management aligns to business strategy.

Leading the way in talent innovation.

Find out how SHL can transform your sales capability today.

Visit shl.com/sales-transformation

