



Report designed for

Robert McKernan

Profiles Sales Indicator[®]

Individual Report

Assessment Taken: 08/02/2022 Printed: 02/26/2024

CONFIDENTIAL

McKernan Training Solutions
Malahide
County Dublin, Dublin

Profiles  International
imagine great people[®]

Summary Graph

Competitiveness

*Reserved • Non-confrontational
• Cooperative*



*Persuasive • Confident •
Assertive*

Self-reliance

*Welcomes support •
Appreciates the need for
procedures*



Independent • Individualistic

Persistence

Flexible • Good sensitivity



Persevering • Unwavering

Energy

Systematic • Steady paced



High endurance • Spontaneous

Sales Drive

Relaxed • Unassuming



*Success oriented • Outcome
focused*

Sales Indicator Summary

The Profiles Sales Indicator reviews five qualities that are frequently considered important for success in sales. These statements may be considered as part of a self-development program.

Competitiveness

- Some individuals express themselves less enthusiastically than you do, which may be a cause for some frustration.
- You seem to enjoy the opportunity to be of influence in a group.
- You are often one of the first to accept a leadership role, and may even find following others tedious.
- Your confidence in expressing yourself may occasionally be misinterpreted as unwarranted pride.

Self-reliance

- Often, the solitary aspect of some sales careers (doing your best on your own) is more fun for you than others may think.
- You probably perform best when you determine the means to an end in an independent fashion.
- Your autonomy and individualism are higher than most others, which leads to unique goal setting and accomplishment.
- An over-attentive superior is likely to get in your way more than provide assistance.

Persistence

- Time pressures or minor setbacks occasionally break down your tenacity, but for the most part you appear emotionally strong.
- You are usually willing to put forth extra effort towards an objective, even if some special sacrifices are necessary.
- You are capable of taking pleasure in exceeding the expectations of your supervisors, but are also aware of the additional hours required and what effect that has on your long-term motivation.
- When atypical burdens are placed upon you, you are likely to move forward with at least moderate resolve.

Energy

- A work setting that is low in spontaneous challenges can be rather boring for you; you often seek out new and challenging objectives.
- You are often on the go and rarely require time to reenergize.
- Working behind a desk, with little variation in the workday, can be rather frustrating for you.
- You would probably much rather be on the road than attending to routine details in the office.

Sales Drive

- You tend to call attention to individual merits over group results when applauding the work of others.
- You are able to state your outlook decisively and with conviction.
- You derive motivation from within, occasionally taking the lead as a source of encouragement to others.
- You are capable of making unpopular decisions when necessary, willing to force results in conflict-ridden conditions.

NOTE: The brief statements provided in this report are typically descriptive of those who responded in a manner similar to you. This content should be considered in conjunction with other sources of information in the development of any self-development programs.