











Mercuri's sales **evaluator** is the online competence assessment and benchmarking tool

It is the starting point for sales and business improvement

Business benefits of sales evaluator

-  Benchmark current performance against world-class performance
-  Measure the effectiveness of your sales and customer facing teams
-  Identify the gap between best practice and your current performance
-  Increase the return on investment
-  Make your training budget go further
-  Generate a focussed plan for improvement
-  Validate by providing a 360-degree perspective
-  Discover potential financial improvements

Competence is the sum total of skills, knowledge and attitude

sales evaluator measures the effectiveness of your teams skills, knowledge and attitudes

This will enable you to:

-  Focus your development in the areas that will make the biggest impact
-  Create a perfect profile for your team