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How to Hire and Develop Your Next Top Performer: The Five Qualities That Make Salespeople Great

Herbert Greenberg

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Over the past four decades, Caliper Consulting has helped more than 23,000 companies worldwide effectively select, develop, and manage people. For most companies, hiring the right employee is a challenge. The Caliper Profile has proved to be over 90% accurate in determining who will become a top performing salesperson. In this practical book, Herb Greenberg, CEO of Caliper and developer of the Caliper Profile, arms managers with everything they need to stop the recruitment revolving door in their companies and to hire the right people the first time, every time, by showing managers how to:

- Identify the four proven factors that predict an employees' success in sales
- Outline a proven system for finding, developing, and retaining great salespeople
- Follow his expert guidance on job matching, team-building, leadership, and successful sales traits for specific industries

Herb Greenberg (Princeton, NJ) is the founder and president of Caliper. A recognized authority on the relationship between personality and performance, he speaks widely and is published extensively, including articles in the Harvard Business Review. Harold Weinstein (Princeton, NJ) is COO of Caliper and an active consultant, writer, and speaker around the world. Patrick Sweeney (Princeton, NJ) is Executive VP of marketing at Caliper where he oversees positioning of the assessment, training, and consulting practices.

From the Back Cover Experts show how to hire the right people the first time--every time For over four decades, Caliper has helped more than 25,000 companies worldwide identify the most promising applicants and develop their current staff. With the Caliper Profile--a phenomenally precise psychological assessment test, *How to Hire and Develop Your Next Top Performer* will give you the tools to find and retain the best salespeople--those who will really produce for your company, now, and for years to come. " This book should be on the desk of anyone interested in creating the best sales organization possible." Ed DiSalvo, Senior VP Corporate Accounts FedEx Corporate Services, Inc. "We wouldn't hire a salesperson without Caliper's advice. If you're concerned with increasing sales, you've got to read this book." Thomas J. Byrnes, Senior VP of Sales Avis Rent A Car "A must read. This book can save you a lot of wasted time and energy in the hiring process, while increasing your success rate dramatically."--Bridget Macaskill, President and CEO, Oppenheimer Funds About the Author Herb Greenberg is founder and president of Caliper has published extensively, including in the Harvard Business . Harold Weinstein is COO of Caliper and an active consultant, writer, and speaker. Patrick Sweeney is the executive vice president of marketing at Caliper.