

HOW IMPORTANT IS IT FOR YOUR ORGANIZATION TO HIRE AND DEVELOP TOP PERFORMERS?



Who is SOAR Performance Group?

SOAR is a customer focused sales consultancy headquartered in Atlanta, GA that applies an analytic and fact based approach to sales performance improvement. Our customer success is achieved on a global basis through a custom process of insights, consulting and training centered around a comprehensive understanding and connection to each client's business. We call this unique approach Sales Capital Management.

Do you ever wonder why some of your team members consistently overachieve? SOAR Performance Group's Employee Analytics practice enables sales organizations to drive improved performance by effectively hiring and developing the top performers. Our approach to Employee Analytics begins with creating the SOAR Success Guide that defines the knowledge, skills and attributes necessary to be successful in a specific sales role. Once the Success Guide is developed, it can be used to:

- Assess current and potential employees' attributes and fit for role
- Assess current employees' performance against organizational expectations
- Coach and develop current employees to drive improved performance

Customers using our approach to Employee Analytics are able to realize meaningful improvements in productivity while reducing turnover and organizational churn.



Value Delivered For:



Client Successes:

- * #2 to #1 market position
- * 40% increase in employee retention
- * 46% increase in account penetration

What is Sales Capital Management?

A method that aligns your sales team, sales talent and customer engagement approach to drive profitable growth within your target customers.

CONTACT US

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