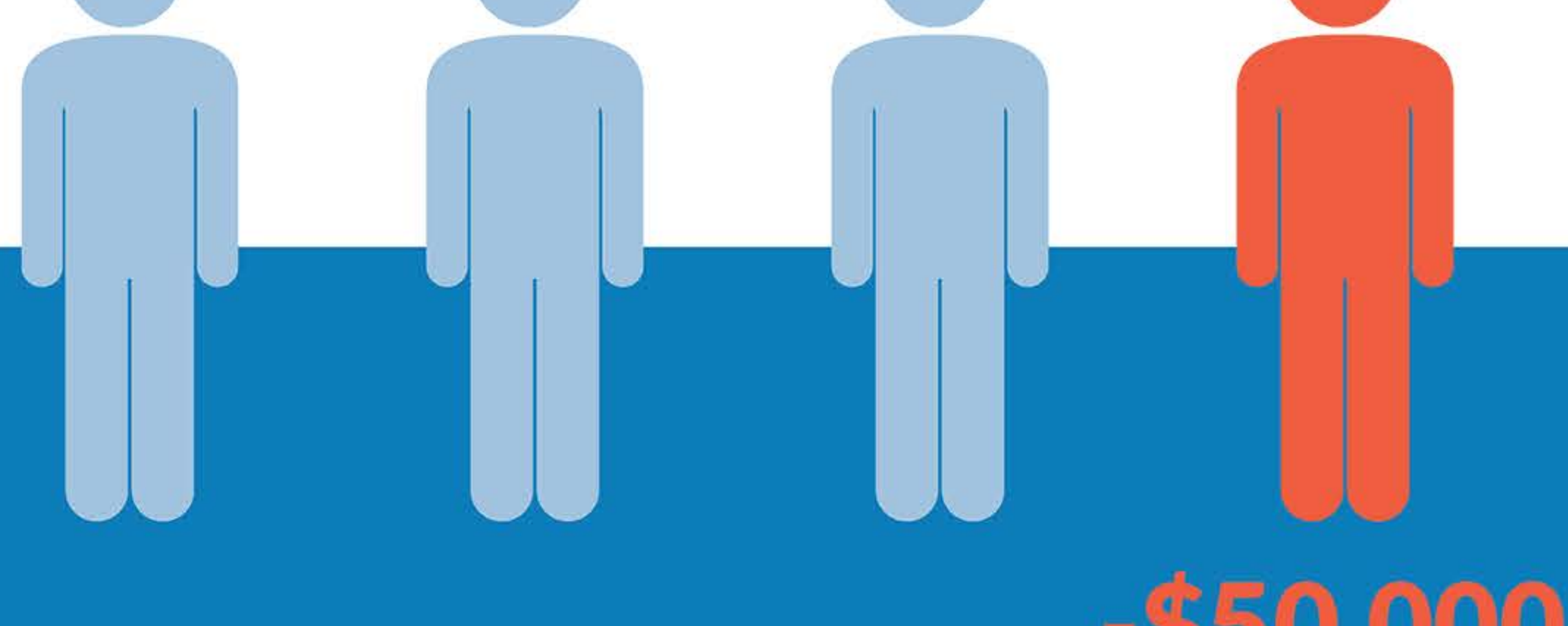


TOP TRENDS IN SALES TALENT MANAGEMENT

GrowthPlay, an Advantage thought leader partner, takes a look at the state of talent development to pinpoint the greatest opportunities and challenges ahead.

TRENDS IN TALENT

WHERE IS SALES TALENT HEADED...AND ARE YOU KEEPING UP?

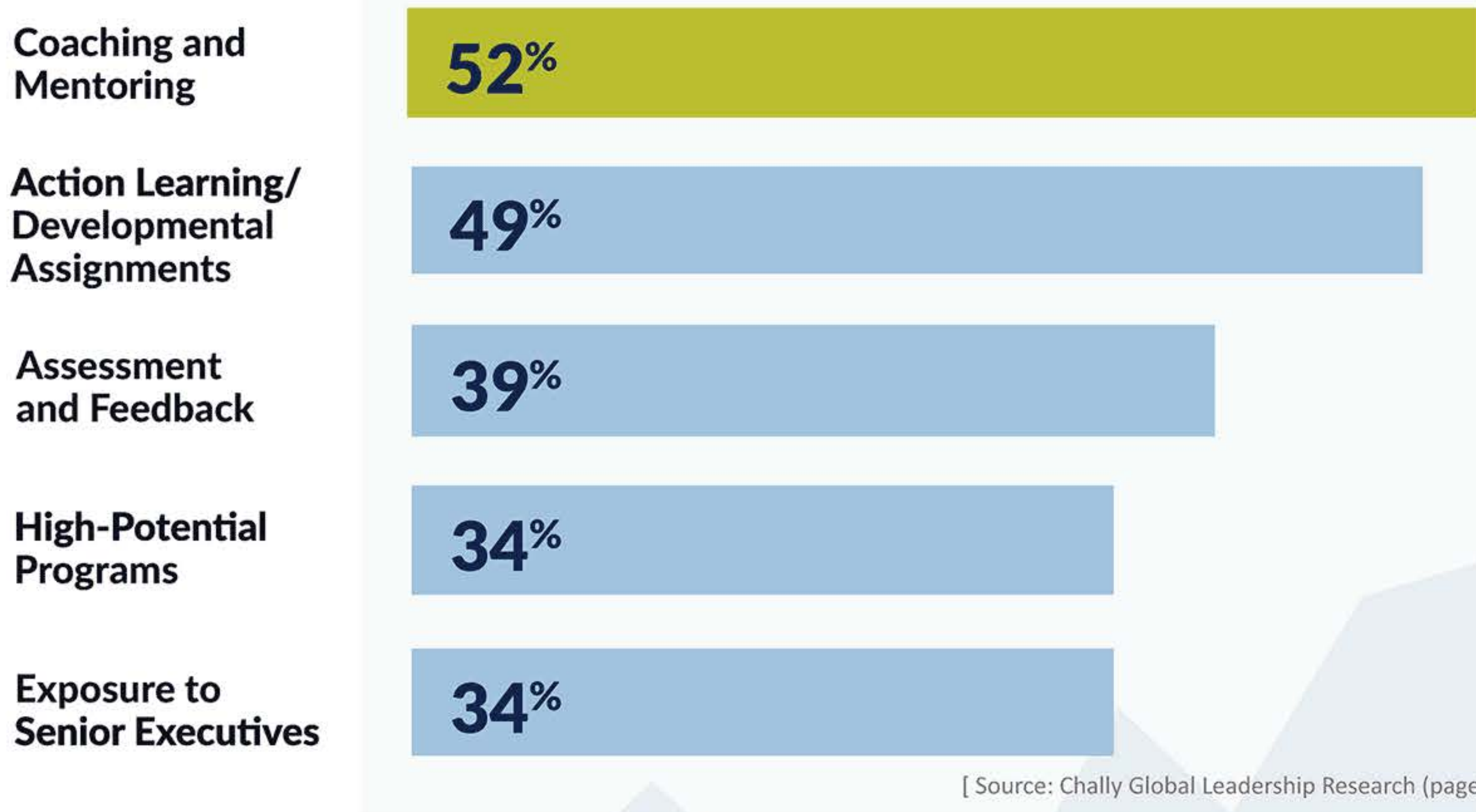


-\$50,000

OVER A QUARTER OF ALL U.S. COMPANIES SAY A BAD HIRE COSTS THEIR ORGANIZATION OVER **\$50,000** LONG TERM.

[Source: Fast Company]

TOP 5 WAYS TO DEVELOP FUTURE SALES LEADERS



[Source: Chally Global Leadership Research (page 12)]

GENERATIONS IN THE WORKPLACE

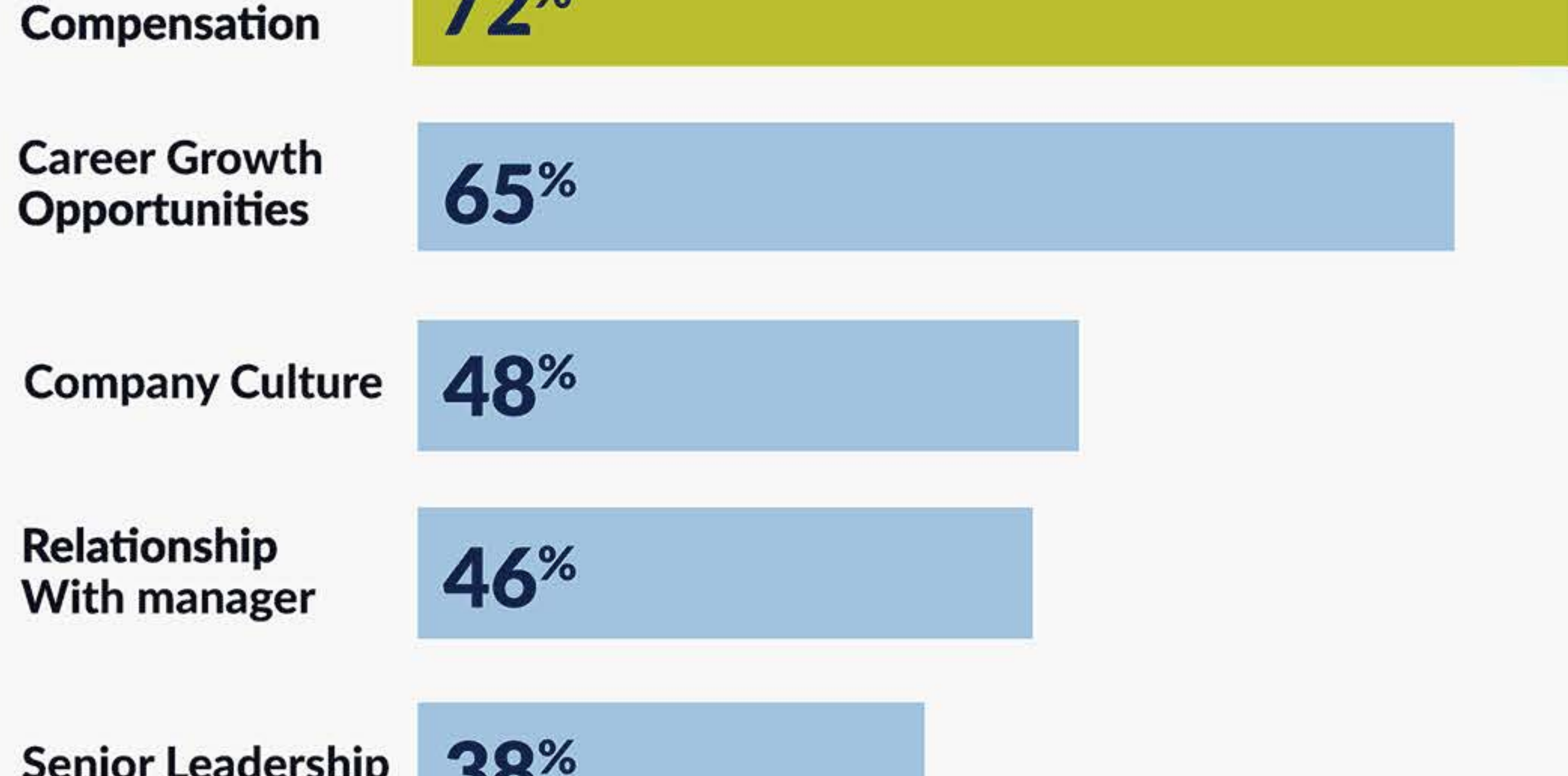


According to Chally's Global Leadership's Research project, millennials will soon make up **30 - 40%** of all sales leadership positions.

THERE ARE 3 THINGS THAT MATTER THE MOST TO MILLENNIALS IN THE COMPANIES THEY WORK FOR



TOP 5 FACTORS THAT WOULD CAUSE SALES PROFESSIONALS TO LEAVE THEIR JOBS



[Source: Glassdoor]

THE CHALLENGE OF FINDING AND KEEPING TOP SELLERS.

Out of **1,000 sellers...**



WHAT YOU SELL MATTERS

78% OF SALES PROFESSIONALS SAID THEY WOULD ACCEPT LESS MONEY TO WORK AT A COMPANY SELLING SOMETHING COMPELLING.

Do you know the strengths of your sales team?

Access our **free talent assessment** from GrowthPlay to discover your team's **Top 10 Sales Strengths** and your organization's greatest opportunities.

