

# Sales Hunter DNA

Your Company Name

**Legend:**

- ★ Excellent
- ☆ Above average
- Average
- Below average

	Required									Internal		External		
	Resiliency	Competitiveness	Prospecting	Qualifying	Influencing	Closing	Work Ethic Plus	Self Management	Self Awareness	Self Esteem	Personal Accountability	Empathy	Practical Thinking	Systems Judgment
John Smith	★	●	●	★	☆	☆	☆	☆	☆	●	★	●	☆	☆
Lisa Miller	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Tom Brown	●	●	●	●	●	●	●	●	●	●	☆	●	●	●
Chris Thomas	☆	☆	☆	☆	☆	☆	●	☆	★	★	●	☆	●	●
Dave Henry	●	☆	●	●	☆	●	●	●	●	●	★	☆	☆	●
Mary Jones	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Bob Stevens	●	☆	●	●	☆	☆	☆	●	●	●	★	☆	●	★
Amanda Ericson	●	●	●	●	●	☆	●	●	★	●	★	●	●	☆
Tony Rogers	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Ellen Nelson	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Harold Myers	●	●	●	●	●	●	●	●	●	●	★	●	●	☆
Michelle Davis	●	☆	●	●	●	●	●	●	●	★	●	●	●	●
William Olson	●	●	●	●	●	☆	★	☆	●	●	★	●	●	☆
Tracy Simpson	●	●	●	●	●	●	●	●	☆	●	●	●	●	●
Bruce Black	●	●	●	●	●	●	●	●	●	●	☆	●	●	●

\*Red dot in Resiliency or Competitiveness is automatic disqualification.