

KASH PROFILE

Knowledge	Scoring								
	1	2	3	4	5	6	7	8	9
Customer's Products & Markets	1	2	3	4	5	6	7	8	9
Customer's Competitors	1	2	3	4	5	6	7	8	9
Customer's Strategies and Plans	1	2	3	4	5	6	7	8	9
Products / Services	1	2	3	4	5	6	7	8	9
Competitors	1	2	3	4	5	6	7	8	9
Own Structure, Processes Polices	1	2	3	4	5	6	7	8	9
Current and Likely Legislation	1	2	3	4	5	6	7	8	9
Business Planning	1	2	3	4	5	6	7	8	9
Customer Profile	1	2	3	4	5	6	7	8	9
IT	1	2	3	4	5	6	7	8	9

Attitudes	Scoring								
	1	2	3	4	5	6	7	8	9
Team Player	1	2	3	4	5	6	7	8	9
Genuinely Customer Focused	1	2	3	4	5	6	7	8	9
Well Rounded Outlook	1	2	3	4	5	6	7	8	9
Positive - Sees Solutions	1	2	3	4	5	6	7	8	9
Open Minded	1	2	3	4	5	6	7	8	9
Goal Orientation	1	2	3	4	5	6	7	8	9
Challenging Sacred Cows	1	2	3	4	5	6	7	8	9
Being a Catalyst for Change	1	2	3	4	5	6	7	8	9
Competitive Instinct	1	2	3	4	5	6	7	8	9
Strong and Resilient	1	2	3	4	5	6	7	8	9

Skills	Scoring								
	1	2	3	4	5	6	7	8	9
Research and Planning	1	2	3	4	5	6	7	8	9
Questioning	1	2	3	4	5	6	7	8	9
Listening and Summarising	1	2	3	4	5	6	7	8	9
Presenting Tailored Solutions	1	2	3	4	5	6	7	8	9
Selling Financial Benefits	1	2	3	4	5	6	7	8	9
Operating at Board Level	1	2	3	4	5	6	7	8	9
Written Proposals and Letters	1	2	3	4	5	6	7	8	9
Group Presentations	1	2	3	4	5	6	7	8	9
Negotiating	1	2	3	4	5	6	7	8	9
Influencing the Tender Process	1	2	3	4	5	6	7	8	9
Persuading and Educating Customers	1	2	3	4	5	6	7	8	9
Internal Marketing / Persuasion	1	2	3	4	5	6	7	8	9
Organising and Running Customer Meetings	1	2	3	4	5	6	7	8	9
Time Management	1	2	3	4	5	6	7	8	9
Networking Skills	1	2	3	4	5	6	7	8	9
Chairing Meetings with Colleagues	1	2	3	4	5	6	7	8	9
Closing / Gaining Commitment	1	2	3	4	5	6	7	8	9
"Partner Planning"	1	2	3	4	5	6	7	8	9

Habits	Scoring								
	1	2	3	4	5	6	7	8	9
Punctuality	1	2	3	4	5	6	7	8	9
Well-Organised	1	2	3	4	5	6	7	8	9
Appearance	1	2	3	4	5	6	7	8	9
Ability to Make Things Happen	1	2	3	4	5	6	7	8	9