

JobFit

What it means to your hiring and training process

Managers

Job candidates and current managers are compared to an established, measurable standard.
More effective new managers are hired. Current managers can be coached on their blind spots.
Managers stay longer and perform better.

Sales Associates

Job candidates and current sales associates are compared to an established, measurable standard.
More effective sales people are hired. Current sales people can be coached on their blind spots.
Sales people stay longer and perform better.

Installers

Management problems due to less honest and less dependable installers are reduced.
More suitable installers are hired.
Installers stay longer and perform better.

Warehouse

Management problems due to less honest and less dependable warehouse personnel are reduced.
More suitable warehouse personnel are hired.
Warehouse personnel stay longer and perform better.

Administrative/ Customer Service

Job candidates and current customer service staff are compared to an established, measurable standard.
More effective customer service staff are hired. Current customer service staff can be coached on their blind spots.
Service staff stay longer and perform better.

Administrative/ Financial Staff

Job candidates and current financial staff are compared to an established, measurable standard.
More effective financial staff are hired. Financial staff can be coached on their blind spots.
Financial staff stay longer and perform better.

“You give me the right people and I don’t care what organization you give me. Good things will happen. Give me the wrong people, and it doesn’t matter what you do with the organization. Bad things will happen.”

**Colin Powell, Secretary of State and former Army General
(from the article, “Follow the Leader”, Context, February-March, 2000)**