

NUMERIC PROFILE

ANNE ONYME

Date: 26-05-2026



Standardized Profil « **BUSINESS DEVELOPMENT MANAGER** »

Agreement between candidate and SIGMUND : **81%**

Questions not answered: **00**

Test duration: **44 minutes**

Verify compliance : 8.6/20

PROFESSIONAL APTITUDES

| Criteria | Assessed | | Job Profile | | |
|----------------------------|----------|-----------------|-------------|---------|---------|
| | Scores | Self-assessment | minimum | Average | maximum |
| Innovation | 13.5 | 15 | 9.5 | 12.0 | 14.5 |
| Willpower and perseverance | 12.7 | 15 | 9.5 | 12.0 | 14.5 |
| Negotiating skills | 12.5 | 15 | 9.5 | 12.0 | 14.5 |
| Initiative | 12.2 | 15 | 9.5 | 12.0 | 14.5 |
| Efficiency | 11.7 | 9 | 9.5 | 12.0 | 14.5 |
| Natural authority | 11.7 | 15 | 9.5 | 12.0 | 14.5 |
| Creativity | 11.5 | 15 | 9.5 | 12.0 | 14.5 |
| Resistance to stress | 11.5 | 15 | 9.5 | 12.0 | 14.5 |
| Persuasion | 11.2 | 15 | 9.5 | 12.0 | 14.5 |
| Decision taking | 11.1 | 13 | 9.5 | 12.0 | 14.5 |
| Organization | 11.0 | 15 | 9.5 | 12.0 | 14.5 |
| Ambition | 10.7 | 15 | 9.5 | 12.0 | 14.5 |
| Leadership | 10.4 | 15 | 9.5 | 12.0 | 14.5 |
| Sense of priority | 10.4 | 15 | 9.5 | 12.0 | 14.5 |
| Risk taking | 10.3 | 15 | 9.5 | 12.0 | 14.5 |
| Desire for work | 10.2 | 15 | 9.5 | 12.0 | 14.5 |
| Competitiveness | 7.8 | 15 | 9.5 | 12.0 | 14.5 |

SOCIAL APTITUDES

| | | | | | |
|--------------------------------|------|----|------------|------|-------------|
| Availability | 15.7 | 15 | 9.5 | 12.0 | <u>14.5</u> |
| Sensitivity to others' opinion | 13.8 | 15 | 9.5 | 12.0 | 14.5 |
| Ease of contact | 13.2 | 15 | 9.5 | 12.0 | 14.5 |
| Optimism and "joie de vivre" | 11.8 | 15 | 9.5 | 12.0 | 14.5 |
| Solving conflicts | 11.4 | 15 | 9.5 | 12.0 | 14.5 |
| Listening ability | 10.9 | 13 | 9.5 | 12.0 | 14.5 |
| Adaptation to new situations | 10.4 | 15 | 9.5 | 12.0 | 14.5 |
| Public speaking | 10.0 | 15 | 9.5 | 12.0 | 14.5 |
| Tact and diplomacy | 9.9 | 9 | 9.5 | 12.0 | 14.5 |
| Respect for customs | 9.1 | 15 | <u>9.5</u> | 12.0 | 14.5 |
| Team work | 8.9 | 13 | <u>9.5</u> | 12.0 | 14.5 |
| Tolerance | 6.7 | 15 | <u>9.5</u> | 12.0 | 14.5 |
| Ability to delegate | 6.2 | 15 | <u>9.5</u> | 12.0 | 14.5 |

PERSONAL APTITUDES


| | | | | | |
|-----------------------|------|----|------------|------|-------------|
| Independence | 15.2 | 15 | 9.5 | 12.0 | <u>14.5</u> |
| Spontaneity | 12.5 | 15 | 9.5 | 12.0 | 14.5 |
| Behavior stability | 11.8 | 15 | 9.5 | 12.0 | 14.5 |
| Self-confidence | 10.0 | 15 | 9.5 | 12.0 | 14.5 |
| Realism | 8.4 | 15 | <u>9.5</u> | 12.0 | 14.5 |
| Resistance to failure | 8.3 | 13 | <u>9.5</u> | 12.0 | 14.5 |
| Personal maturity | 4.8 | 15 | <u>9.5</u> | 12.0 | 14.5 |


KNOWLEDGE

| | | | | |
|---|----|------|------|------|
| <u>business analysis</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>brand marketing techniques</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>strategic planning</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>financial analysis</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>market analysis</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>marketing principles</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>sales strategies</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>customer insight</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>market entry strategies</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>market research</u> | 18 | 11.0 | 13.0 | 20.0 |
| <u>customer relationship management</u> | 9 | 11.0 | 13.0 | 20.0 |
| <u>market entry planning</u> | 15 | 11.0 | 13.0 | 20.0 |

PROFESSIONAL ACTIVITY

| | | | | |
|--|----|------|------|------|
| study sales levels of products | 18 | 11.0 | 13.0 | 20.0 |
| expand store regional presence | 18 | 11.0 | 13.0 | 20.0 |
| carrying out a sales analysis | 18 | 11.0 | 13.0 | 20.0 |
| administer business acumen | 18 | 11.0 | 13.0 | 20.0 |
| collaborate in the development of marketing strategies | 18 | 11.0 | 13.0 | 20.0 |
| diagnose new business opportunities | 18 | 11.0 | 13.0 | 20.0 |
| manage accounts | 18 | 11.0 | 13.0 | 20.0 |
| liaise with managers | 18 | 11.0 | 13.0 | 20.0 |

 Standard deviation scores / self-assessment

 Knowledge (self-assessment)

Self-assessment :



Knowledge :

