



## Stadium increased their revenue using Predicting Job Performance®

### The Challenge

*Stadium Sports stores*, a retail chain in sport gear, had a challenge in finding and assessing competent salespeople to their stores. A high priority was to find high performing salespeople, since the revenue gap between a bad and a good salesmen was huge.

### Assessio's solution

Assessment with Predicting Job Performance®, PJP® from Assessio. Stadium was one of the support companies in the development of the solution Predicting Job Performance®. The utility increase was immense. Stadium also got a customized solution measuring suitability score for different jobs and roles.

### Results

Stadium was one among the pioneers to implement Predicting Job Performance® and to increase utility in their recruitment process. They are also benefiting from the increased revenue from better salespeople. Stadiums calculation show that only the increase in revenue from their sport stores in Sweden is 8 million Euro, after Predicting Job Performance® implementation. Stadium has, at the moment, 90 stores in Scandinavia and is on strong growth path.

### To discuss opportunities please contact:

Assessio International/Sverige AB, telephone +46 (0)8-775 09 00, [info@assessio.se](mailto:info@assessio.se)

Assessio Norge AS, telephone +47 22 12 80 40, [info@assessio.no](mailto:info@assessio.no)

Assessio Danmark ApS, telephone +45 33 17 71 33, [info@assessio.dk](mailto:info@assessio.dk)

Oy Assessio Finland Ab, telephone +358 (0)40 763 9161, [info@assessio.fi](mailto:info@assessio.fi)