

# Ideal Candidate Report



## Business Development Manager Role

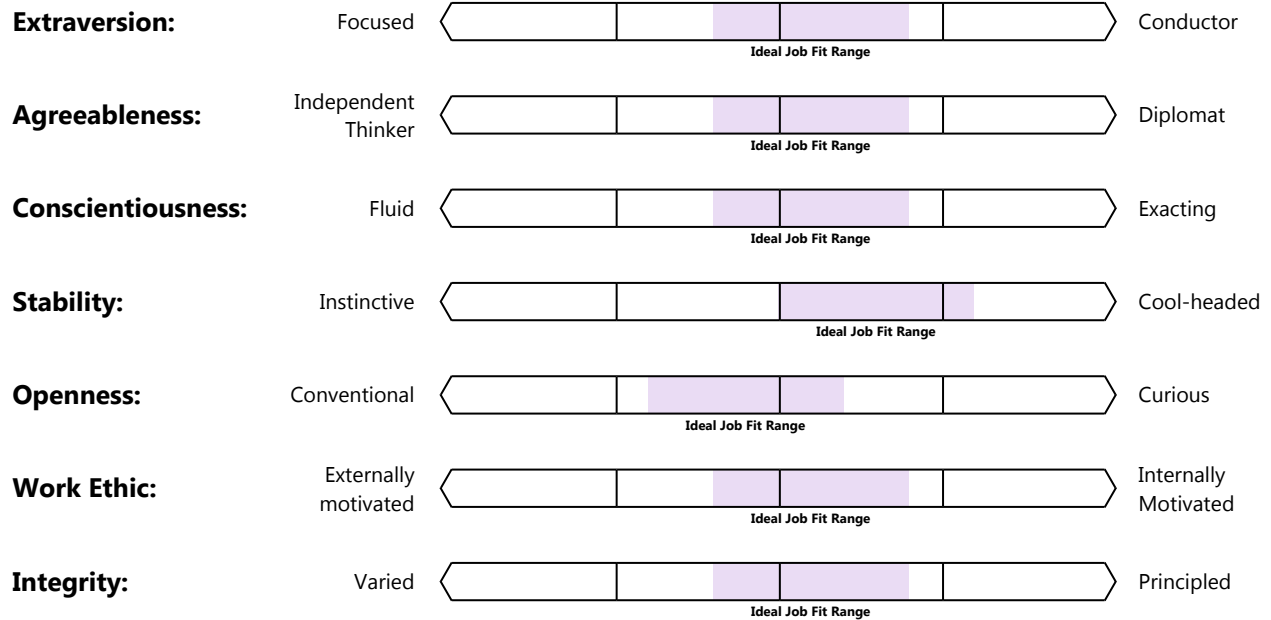
Fit First Technologies Careers

Date: January 27, 2020

## Introduction

### What is the Ideal Candidate Report?

This report is a description of the behavioral traits and attributes of the 'ideal' employee in the **Business Development Manager** role, based on studies of top performers in similar roles, as well as the additional input you provided if you completed the Position Analysis Survey.



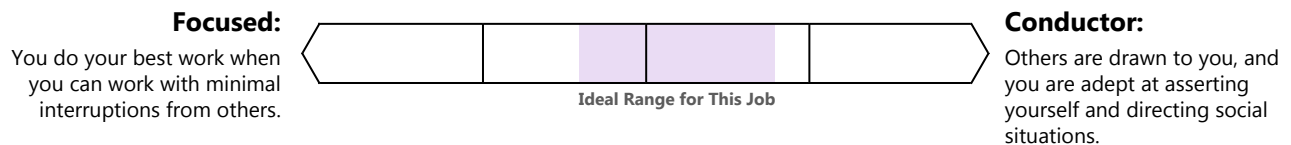
## Core Behavioral Traits That Are Most Critical for Success in This Role:

### What Is This?

This section outlines the traits and characteristics that are most critical to success in the Business Development Manager role.

### EXTRAVERSION

Degree to which one requires social interaction and authority.

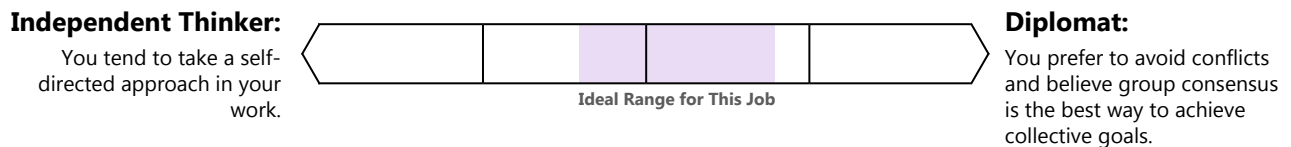


### Ideal Candidate:

This position calls for people that display this trait like most people. The ideal candidate prefers to work in a group setting in which they have the opportunity to interact with others, but is able to work alone with limited contact for short periods of time.

### AGREEABLENESS

Tendency to be friendly, approachable, and easy to get along with.

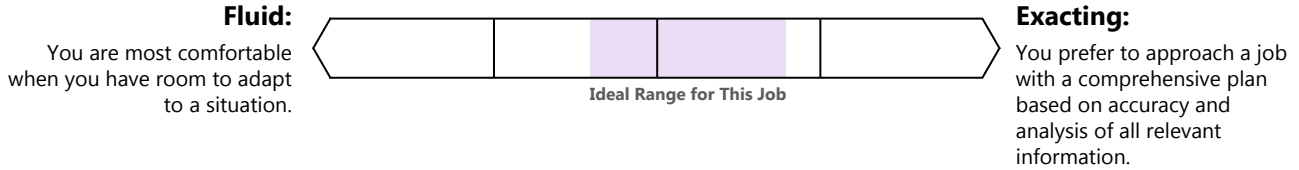


### Ideal Candidate:

This position calls for people that display this trait like most people. The ideal candidate usually cooperates with others in order to ensure group harmony as long as their goals do not drastically differ from those of the group.

### CONSCIENTIOUSNESS

Tendency to strive for perfection, sometimes at all costs.

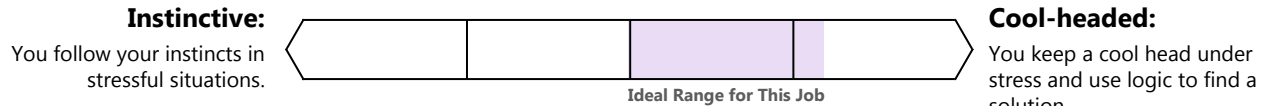


**Ideal Candidate:**

This position calls for people that display this trait like most people. The ideal candidate prefers to be precise in their actions, but can take the big picture into account when necessary.

### STABILITY

Degree to which one reacts positively to negative or stressful situations.

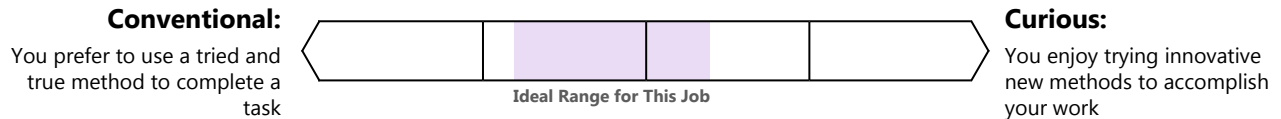


**Ideal Candidate:**

This position calls for people that display this trait more prominently than most people. The ideal candidate is usually objective in their decision-making and actions, even in trying circumstances.

### OPENNESS

Willingness to try new ways of doing things.



**Ideal Candidate:**

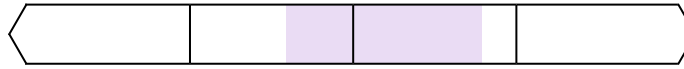
This position calls for people that display this trait less prominently than most people. The ideal candidate favors traditional methods and familiarity, but will adapt to new methods when required.

**WORK ETHIC**

Willingness to work for the intrinsic benefit of work and its ability to enhance character.

**Externally motivated:**

You keep your eyes on the goal during a task, and are driven to reach your objective.



**Internally Motivated:**

You take great pride and satisfaction in completing a job well, and will often take the initiative on tasks.

**Ideal Candidate:**

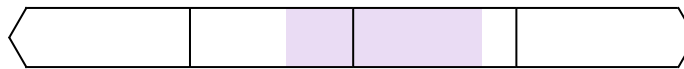
This position calls for people that display this trait like most people. The ideal candidate gains their drive from the need to be successful, however, they appreciate the external awards that come along with it.

**INTEGRITY**

Tendency to behave in an uncompromising and consistently honest, moral, and ethical manner.

**Varied:**

You prefer to deal with situations in a realistic and practical manner.



**Principled:**

You are open and honest in your methods, and believe in avoiding conflicts of interest at all costs.

**Ideal Candidate:**

This position calls for people that display this trait like most people. The ideal candidate prides themselves in telling the truth, but sometimes withholds information if it won't harm anyone.