ACCOUNT MANAGER (HUNTER)

EGO DRIVE

Achievement Orientation	A			
Self-assertion	В			
Use of Energy	С			

P High High High

SOCIAL FACTORS

Emotional Control	D			
Social Contact	E			
Confidence/Trust	F			

Medium

Medium

Medium

WORK STYLE

Attention to Detail	G			
Security	Н			
Abstraction Orientation	ı			

Low Low

Criteria

Account Manager (Hunter profile) - MPA Criteria Created by: Susanna Berntling Takes initiative and good at establishing contact in an enthusiastic and convincing way. Works short-term with a focus on quantity.

