

AGILE

JOBS

Previous names

Agile Coach – Asesor –
Influyente – Amigable

Agile Coach – Asesor –
Influyente – Amigable

Agile Coach – Asesor –
Influyente – Amigable

Agile Coach

It's confident, self-assured and independent. Prefers to develop your own thoughts and opinions. Has well-developed communication skills to relate to people, influence and persuade others.

Product Owner

Makes decisions without hesitation, based on regularly available information or data. Focuses primarily on the "big picture" and global plans, rather than the details.

Scrum Master

Makes decisions without hesitation, based on regularly available information or data. Focuses primarily on the "big picture" and global plans, rather than the details.

*No changes were made to the
REPNS of the profiles.

ADMINISTRATIVE STYLES

JOBS

Previous names

ASSISTANT: Collaborator –
Support – Follow-up

TECHNICAL SPECIALIST: Analysis
– Control – Procedures

PROACTIVE: Competitive –
Proactive

Administrative Assistant

Spends time with others, is a good listener and has a high degree of empathy. Can perform both routine and detailed work that requires accuracy and precision. Generally adaptable, cooperative, patient and friendly.

Technical Specialist

Works in an orderly, accurate, precise manner with attention to detail. Has good skills in identifying and diagnosing problems and variations in performance. Usually collects a lot of detailed data and information.

Administrative Proactive

Enjoys responsibility and authority. Applies interpersonal skills and charisma to persuade. It's very independent and want considerable freedom to achieve your goals. It's not afraid to take risks and have a strong sense of urgency.

*No changes were made to the
REPNS of the profiles.

ADMINISTRATIVE STYLES

JOBS

Previous names

ADMINISTRATIVE: Assistance /
Analysis / Operational

IMPLEMENTER: Audit – Specialist /
Planning & Control

DEMANDING: Control / Quality
/Consistency /Dynamism and
persuasion

Administrative Generalist

Effectively applies listening and comprehension skills. Has a methodical way of thinking and prefers clear and consistent operating procedures. Approaches problems and decisions with caution.

Administrative Implementer

Enjoys challenging tasks and place emphasis on using facts and logic to deal with complex challenges. While perform according to rules and procedures, it's independent of others.

Administrative Retailer

Open to diversity, change and variety, but simultaneously strives for perfection. Can engage in a wide variety of tasks requiring attention to data and the application of specialized knowledge.

*No changes were made to the
REPNS of the profiles.

CALL CENTER

JOBS

Previous names

Telemarketing Operator Service

Orientation - Assistant - Support -
Service

Telemarketing Executive

Commercial Orientation -
Proactive - Dynamic - Versatile

Telemarketing Operator

Spends time with others, is a good listener and has a high degree of empathy. Can perform both routine and detailed work that requires accuracy and precision.

Generally adaptable, cooperative, patient and friendly.

Telemarketing Executive

Takes risks to achieve your goals and go in pursuit of your objectives rather than waiting for them to happen. It's motivated by authority, challenge and freedom to act. Will not focus on minute details but is oriented towards the big picture.

*No changes were made to the REPNS of the profiles.

MANAGEMENT STYLES

JOBS

Previous names

AGENT OF CHANGE: Expeditious –
Sense of Urgency

INVESTIGATOR / PLANNING:
Competitive – Analytical

Administrative Change Agent

Has a logical and analytical approach to problem solving. Highly reliable and with disciplined and precise behaviour, assessing circumstances in a systemic and logical way.

Administrative Planner

Solves problems through intensive and thorough analysis. It's objective, calm, stable and persevering in your approach to tasks. It's motivated by complex and challenging tasks that require in-depth analysis.

*No changes were made to the
REPNS of the profiles.

LEADERSHIP STYLES

JOBS

Previous names

TECHNICAL LEADER: Analysis –
Control – Procedures

PROACTIVE LEADER: Persuasive –
Dynamic – Enterprising

DYNAMIC LEADER: Expeditious
Leader – Sense of Urgency

Technical Leader

Works in an orderly, accurate, precise manner with attention to detail. Has good skills in identifying and diagnosing problems and variations in performance. Usually collects a lot of detailed data and information.

Proactive Leader

Enjoys responsibility and authority. Applies interpersonal skills and charisma to persuade. It's very independent and want considerable freedom to achieve your goals. It's not afraid to take risks and have a strong sense of urgency.

Dynamic Leader

It's expeditious, with an urgent desire to produce quick results. Enjoys variety in your work and are creative in your efforts to propose change. Willing to take risks, actively seek control and power.

*No changes were made to the
REPNS of the profiles.

LEADERSHIP STYLES

JOBS

Previous names

COUNSELING LEADER: Advisor /
Coach / Communicator

NEGOTIATING LEADER: Inclusive /
Promoter / Public Relations

IMPLEMENTING LEADER:
Technical / Planning and Control

ADMINISTRATIVE LEADER:
Follow-up / Control / Detail

Leadership Coach

It's people-oriented and enjoy teamwork, with a diplomatic, non-antagonistic style. Careful listener and empathetic. Prefers to take on one task at a time and approach situations consistently.

Lead Negotiator

Is independent in thought and action. Possesses communication skills and will use verbal facility, self-confidence and persuasive skills to mediate between people or parties in conflict.

Lead Implementer

Enjoys challenging tasks and place emphasis on using facts and logic to deal with complex challenges. While perform according to rules and procedures, it's independent of others.

Leader Administrator

Effectively applies listening and comprehension skills. Has a methodical way of thinking and prefers clear and consistent operating procedures. Approaches problems and decisions with caution.

*No changes were made to the REPNS of the profiles.

SALES STYLES

JOBS

Previous names

NEGOTIATING SALESPERSON:

Communicator / Promoter / Public Relations

DYNAMIC SALESPERSON:

Expeditious – Sense of Urgency

PROACTIVE SALESPERSON:

Competitive – Proactive

Commercial Convincing

Is independent in thought and action. Possesses communication skills and will use verbal facility, self-confidence and persuasive skills to mediate between people or parties in conflict.

Dynamic Commercial

It's expeditious, with an urgent desire to produce quick results. Enjoys variety in your work, and are creative in your efforts to propose change. Willing to take risks, actively seek control and power.

Proactive Commercial

Enjoys responsibility and authority. Applies interpersonal skills and charisma to persuade. It's very independent and want considerable freedom to achieve your goals. It's not afraid to take risks and have a strong sense of urgency.

*No changes were made to the REPNS of the profiles.

SALES STYLES

JOBS

Previous names

TECHNICAL SALESPERSON:
Analytical – Procedures

IMPLEMENTING SALESPERSON:
Specialist / Planning / Control

CUSTOMER SERVICE SALESPERSON: Counselor / Advisor

ADVISOR SALESPERSON:
Support – Follow-up

Technical Commercial

Works in an orderly, accurate, precise manner with attention to detail. Has good skills in identifying and diagnosing problems and variations in performance. Usually collects a lot of detailed data and information.

Commercial Implementer

Enjoys challenging tasks and place emphasis on using facts and logic to deal with complex challenges. While perform according to rules and procedures, it's independent of others.

Commercial Customer Service

It's people-oriented and enjoy teamwork, with a diplomatic, non-antagonistic style. Careful listener and empathetic. Prefers to take on one task at a time and approach situations consistently.

Commercial Advisor

Spends time with others, is a good listener and has a high degree of empathy. Can perform both routine and detailed work that requires accuracy and precision. Generally adaptable, cooperative, patient and friendly.

*No changes were made to the REPNS of the profiles.

ENGINEERING

JOBS

Previous names

Project Engineer Concrete -
Direct - Determined

Process Engineer Analytical -
Systemic - Curious/Sceptical

Industrial Engineer General
Logical - Consistent - Practical

Project Engineer

Makes decisions without hesitation, based on regularly available information or data. Focuses primarily on the "big picture" and global plans, rather than the details.

Process Engineer

It's good at logical and analytical thinking. Reflective and introspective, you will think through issues and problems thoroughly. Prefers to do things rather than delegate to others as you actively seek to have control and power in all situations.

General Industrial Engineer

Approaches problems and decisions in a thoughtful and focused manner. Has good listening skills and a lot of empathy. It's effective because of your systemic approach and your analysis of facts and data.

*No changes were made to the REPNS of the profiles.

IT JOBS

Previous names

IT Developer 2 - Dynamic -
Cordial - Communicative

IT - Project Manager - Strategist
- Direct - Competitive

IT - Programmer - Detailed -
Precise - Analytical

Creative Developer

Adapts quickly to changing tasks and situations. Will try to fit many activities and tasks into the time you have available. It's always looking to change and improve current processes and results.

Project Manager

Makes decisions without hesitation, based on regularly available information or data. Focuses primarily on the "big picture" and global plans, rather than the details.

Programmer

Works in an orderly, accurate, precise manner with attention to detail. Has good skills in identifying and diagnosing problems and variations in performance. Usually collects a lot of detailed data and information.

*No changes were made to the
REPNS of the profiles.

IT JOBS

Previous names

IT - Technical Support -
Analytical - Calm - Systemic

IT - Developer 1 - Inquiring -
Precise - Consistent

Technical Support

Has a logical and analytical approach to problem solving. Highly reliable and with disciplined and precise behaviour, assessing circumstances in a systemic and logical way.

Developer Inquirer

Has a logical and analytical approach to problem solving. Highly reliable and with disciplined and precise behaviour, assessing circumstances in a systemic and logical way.

*No changes were made to the REPNS of the profiles.

MEDICINE

JOBS

Previous names

Health Visitor - Charismatic -
Persuasive - Competitive

Specialist Physician - Logical -
Consistent - Practical

Medical Director / Head of
Service - Direct - Strategist -
Confident

Medical Visitor

Enjoys responsibility and authority. Applies interpersonal skills and charisma to persuade. It's very independent and want considerable freedom to achieve your goals. It's not afraid to take risks and have a strong sense of urgency.

Medical Specialist

Has a logical and analytical approach to problem solving. Highly reliable and with disciplined and precise behaviour, assessing circumstances in a systemic and logical way.

Medical Director / Head of Service

Makes decisions without hesitation, based on regularly available information or data. Focuses primarily on the "big picture" and global plans, rather than the details.

*No changes were made to the REPNS of the profiles.

MINING

JOBS

Previous names

Engineer Mine Inspector - Proactive
- Resolute - Analytical

Engineer Inspector

It's good at logical and analytical thinking. Reflective and introspective, you will think through issues and problems thoroughly. Prefers to do things rather than delegate to others as you actively seek to have control and power in all situations.

*No changes were made to the REPNS of the profiles.

HR JOBS

Previous names

Human Resources Generalist 1
Stable - Influential -
Communicative

Human Resources Generalist 2
Precise - Patient - Detailed

Human Resources Generalist 3
Concrete - Direct - Determined

Intuitive Generalist

It's confident, self-assured and independent. Prefers to develop your own thoughts and opinions. Has well-developed communication skills to relate to people, influence and persuade others.

Receptive Generalist

Effectively applies listening and comprehension skills. Has a methodical way of thinking and prefers clear and consistent operating procedures. Approaches problems and decisions with caution.

Creative Generalist

Makes decisions without hesitation, based on regularly available information or data. Focuses primarily on the "big picture" and global plans, rather than the details.

*No changes were made to the
REPNS of the profiles.

HR JOBS

Previous names

Human Resources Generalist 4

Dynamic - Cordial -
Communicative

**HR Analyst - Recruitment and
Selection Analytical - Systemic -
Curious/Sceptical**

Generalist Concrete

Adapts quickly to changing tasks and situations. Will try to fit many activities and tasks into the time you have available. It's always looking to change and improve current processes and results.

Soft Analyst

It's good at logical and analytical thinking. Reflective and introspective, you will think through issues and problems thoroughly. Prefers to do things rather than delegate to others as you actively seek to have control and power in all situations.

*No changes were made to the REPNS of the profiles.