

Human Edge and Tack TMI announce strategic alliance to embed sales assessment into international sales excellence learning journeys

London, October 27, 2026 - Human Edge and Tack TMI are pleased to announce a strategic alliance focused on embedding Human Edge's CORE Sales assessment into Tack TMI sales excellence learning journeys for selected international clients, delivered through Tack TMI's Global Sales team.

The collaboration brings together Human Edge's award-winning assessment insight with Tack TMI's 110+ years of expertise in sales excellence, leadership and behaviour change — expertise that has earned Tack TMI a place on Training Industry's Top 20 Sales Training and Enablement Companies™ list for four consecutive years.

By combining diagnostic insight with practical learning, coaching and on-the-job application, the alliance helps clients create more targeted, personalised and impactful development experiences for their sales teams. Human Edge's CORE Sales assessment provides insight into where each salesperson can grow, while Tack TMI's blended learning journeys help learners apply that insight with their customers and translate development into measurable business results.

The two organisations have already worked together with several international clients, supporting sales development journeys that connect assessment, learning and application in a practical and commercially relevant way.

Jim O'Brien, CEO, Tack TMI, said:

"Our collaboration with Human Edge brings Tack TMI's IMPACT methodology to life in a very practical way for sales excellence. Human Edge's CORE Sales assessment shows where each salesperson can grow; our learning journeys and coaching help them get there and apply what they learn with their customers. Working together with three international clients has been an encouraging start, and we look forward to building on this to deliver stronger business results and greater impact for our clients."

Christian Neubert, Managing Director, Human Edge, said:

"The best sales organisations of the future will be built on self-awareness, curiosity and the courage to keep growing. Our alliance with Tack TMI brings those ideas together: CORE Sales shows each salesperson where to grow, and Tack TMI's learning journeys help them make it real in every customer conversation. We are proud to build this with a partner that has shaped sales excellence for more than a century, and we are only getting started."

About Tack TMI

Tack TMI is a global learning and development partner, helping people and organisations build the skills, mindsets and behaviours they need to thrive. With more than 110 years of expertise and delivery in over 55 countries, Tack TMI combines the power of global scale with the relevance of local insight.

Its learning experiences are designed to stick, blending innovative solution design, the latest technology and a proven portfolio of content. From leadership development to sales enablement, customer experience and personal effectiveness, Tack TMI's scalable programmes address business challenges and deliver measurable results. Tack TMI brings together learning consulting, individual assessments, immersive training (virtual, in-person and blended), digital self-paced learning and performance coaching, all tailored to drive lasting behaviour change and sustainable growth. As part of Gi Group Holding, one of the world's leading HR services groups, Tack TMI is uniquely positioned to support organisations of every size and sector to develop talent, strengthen culture and unlock performance at scale.

www.tacktmiglobal.com

About Human Edge

Human Edge is a global leader in human-centric leadership assessment and development, empowering individuals, teams, and organizations to unlock their full potential. Guided by science and driven by empathy, Human Edge transforms behavioral insight into practical, personalized growth experiences that help leaders show up with authenticity, clarity, and purpose.

Founded in 2017, Human Edge combines expertise in psychometrics, psychology, instructional design, and leadership development to deliver evidence-based solutions with measurable impact. With more than 25,000 assessments completed and a 94% client retention rate, it has supported over 10,000 leaders across life sciences, financial services, FMCG, industrial, and technology sectors.

Through a fast-growing global partner ecosystem, Human Edge equips consulting firms, executive search specialists, sales effectiveness organizations, and talent-focused institutions with science-backed tools that elevate their client value.

www.human-edge.com