

ULTIMATE GUIDE TO Sales Aptitude Tests



40% of all salespeople don't understand customer pain

The average cost to onboard a new employee: **\$240,000**

Wrong hires account for nearly **80%** of all turnover rates in business

Turnover rates in sales: **27%** — nearly 2x as high as overall job force

75% of salespeople miss their quotas

An average of **\$15 billion/year** is spent on training salespeople (in US)

What Is a Sales Aptitude Test?

Tool to help you objectively identify and hire salespeople with the greatest potential for long-term sales success

Why Use a Sales Aptitude Test?

SAVES YOU TIME & MONEY

- Helps you hire faster & more efficiently
- Avoid costs of hiring wrong person (~\$240,000)
- Reduces turnover

HELPS INCREASE SALES

- Sales team is now full of high-potential salespeople
- More time to mentor & train high-Drive salespeople
- Sales team success/failure can be contagious

INCREASES YOUR POWER AS AN INTERVIEWER

- Given specific behavioral interview questions to ask each candidate based on results
- These questions dig deeper allowing you to reveal the candidate's true intentions

How Do I Choose a Sales Aptitude Test?

LOOK FOR A SALES APTITUDE TEST THAT:

- Assesses Non-teachable traits
- Important teachable sales skills like:
 - Need for Achievement
 - Competitiveness
 - Optimism
 - Persuasiveness
 - Confidence
 - Relationship Skills
- Produces additional value beyond the results like:
 - Consultations
 - Behavioral questions based on assessment results
 - Guidelines for effectively managing your sales team post-hire
 - Designed only for sales roles and scientifically validated based on performance metrics

What Makes The DriveTest[®] Different From Other Sales Tests?

- ONLY SALES APTITUDE TEST ALLOWS YOU TO SPECIFICALLY DETERMINE WHETHER YOUR SALES CANDIDATES HAVE DRIVE**
 - Drive — the core trait shared by high-performing salespeople & essential for long-term success
 - DRIVE CONSISTS OF 3 NON-TEACHABLE TRAITS:
 - Need for Achievement**: Wants to do well for the sake of doing well
 - Competitiveness**: Loves to compete with colleagues and prospects
 - Optimism**: Doesn't take rejection personally and knows that each "no" gets them closer to a "yes"
- SCIENTIFICALLY-BACKED: LEVERAGES 80+ YEARS OF RESEARCH IN PERSONALITY TRAITS OF HIGH-PERFORMING SALESPEOPLE**
- USES FORCED-CHOICE QUESTIONS**
 - No clear indication of right/wrong answer
 - Salespeople must choose best fit for them
- TIME EFFICIENT**
 - Just 42 questions
 - Approximately 20 minutes to complete
 - Get results immediately
- USED WORLDWIDE BY COMPANIES IN VIRTUALLY EVERY SECTOR**
- THE SALESDRIVE DIFFERENCE**
 - Detailed reports
 - FOR NEW CANDIDATES — DISCOVER WHETHER THEY'RE A NATURAL BORN SELLER
 - FOR CURRENT SALESPEOPLE — GATHER TRAINING AND MENTORING SUGGESTIONS TO GET THE MOST OUT OF EACH SALESPERSON
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 - Designed & validated for salespeople only
- OFFERS A FREE TRIAL**

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Sales Executive Aptitude Test Questions And Answers

Michael Hoelscher



Sales Executive Aptitude Test Questions And Answers :

This book delves into Sales Executive Aptitude Test Questions And Answers . Sales Executive Aptitude Test Questions And Answers is a vital topic that needs to be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Sales Executive Aptitude Test Questions And Answers , encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Sales Executive Aptitude Test Questions And Answers
 - Chapter 2: Essential Elements of Sales Executive Aptitude Test Questions And Answers
 - Chapter 3: Sales Executive Aptitude Test Questions And Answers in Everyday Life
 - Chapter 4: Sales Executive Aptitude Test Questions And Answers in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, this book will provide an overview of Sales Executive Aptitude Test Questions And Answers . The first chapter will explore what Sales Executive Aptitude Test Questions And Answers is, why Sales Executive Aptitude Test Questions And Answers is vital, and how to effectively learn about Sales Executive Aptitude Test Questions And Answers .
 3. In chapter 2, this book will delve into the foundational concepts of Sales Executive Aptitude Test Questions And Answers . This chapter will elucidate the essential principles that must be understood to grasp Sales Executive Aptitude Test Questions And Answers in its entirety.
 4. In chapter 3, this book will examine the practical applications of Sales Executive Aptitude Test Questions And Answers in daily life. This chapter will showcase real-world examples of how Sales Executive Aptitude Test Questions And Answers can be effectively utilized in everyday scenarios.
 5. In chapter 4, the author will scrutinize the relevance of Sales Executive Aptitude Test Questions And Answers in specific contexts. This chapter will explore how Sales Executive Aptitude Test Questions And Answers is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, this book will draw a conclusion about Sales Executive Aptitude Test Questions And Answers . This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Sales Executive Aptitude Test Questions And Answers .

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