

ULTIMATE GUIDE TO Sales Aptitude Tests



40% of all salespeople don't understand customer pain

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

80%

75% of salespeople miss their quotas

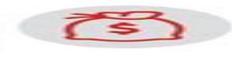
75%

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

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

27%

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 (~\$840,000)
- 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:
 - 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
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Sales Management Earl D. Honeycutt, John B. Ford, Antonis C. Simintiras, 2003 Designed to prepare upper level

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also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era

Making Sense of Dental Practice Management Raj Rattan, Kevin Lewis, 2017-09-29 Managing a dental practice has become increasingly complex in recent years after changes within both the National Health Service and the private sector Modern dental practice requires that dentists meet demanding business and management challenges as well as employing their clinical expertise However most dentists receive little or no formal training in practice management In this book established management principles are applied specifically to dentistry It shows how to best serve the interests of patients by effective management of staff finances premises and resources It assumes no prior knowledge is concise and offers clear practical advice It is the definitive guide for dentists vocational trainees dental students practice managers and administrators and a useful reference for those undertaking the DGDP and MGDS examinations [Marketing](#) Joel R. Evans, Barry Berman, 2014-01-10 Marketing in the 21st Century is not just a catchphrase It signifies the authors focus on both the traditional and emerging marketing concepts that are essential for the future success of any organization or person presented in a technologically advanced pedagogical format A proven perennial performer Evans and Berman cover emerging topics in detail but also does so in an interactive dynamic manner The twelfth edition is loaded with links to web sites and YouTube videos carefully vetted by the authors There are more than 2 000 hotlinks to actual Web sites distributed throughout links to more than 100 YouTube videos a list of Web Sites You Can Use in each chapter and more [Catalog of Copyright Entries. Third Series](#) Library of Congress. Copyright Office, 1968 Includes Part 1 Number 1 Books and Pamphlets Including Serials and Contributions to Periodicals January June [UGC NET HRM /Labour Welfare Code-55 Practice Question Answers Sets \(Question Bank\) 4000 + MCQ As Per New Updated Syllabus](#) DIWAKAR EDUCATION HUB ,2021-09-10 UGC NET HRM Code 55 UNIT wise Question and Answers MCQs As Per the New Updated Syllabus MCQs Highlights 1 Complete Units Cover Include All 10 Units Question Answer 2 400 Practice Question Answer Each Unit 3 Total 4000 Practice Question Answer 4 Try to take all topics MCQs 5 Include Oriented Most Expected Question Answer 6 As Per the New Updated Syllabus For More Details Call 7310762592

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