

ULTIMATE GUIDE TO Sales Aptitude Tests



40% of all salespeople don't understand customer pain

40%

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

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

80%

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

27%

75% of salespeople miss their quotas

75%

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 (~\$340,000)
- 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:
- Produces additional value beyond the results like:
 - Consultations
 - Interview 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 him 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
 - Consultation with Dr. Croser – additional insight on candidates' test results
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- OFFERS A FREE TRIAL**



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Sales Executive Aptitude Test Questions And Answers

Mr. Rohit Manglik



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Babin,2020-09-16 The second edition of Sales Force Management prepares students for professional success in the field Focused on the areas of customer loyalty customer relationship management and sales technology this practical resource integrates selling and sales management while highlighting the importance of teamwork in any sales and marketing organization The text presents core concepts using a comprehensive pedagogical framework featuring real world case studies illustrative examples and innovative exercises designed to facilitate a deeper understanding of sales management challenges and to develop stronger sales management skills Supported with a variety of essential ancillary resources for instructors and students Sales Force Management 2nd Edition includes digital multimedia PowerPoints for each chapter equipped with voice over recordings ideal for both distance and in person learning Additional assets include the instructor s manual computerized and printable test banks and a student companion site filled with glossaries flash cards crossword puzzles for reviewing key terms and more Integrating theoretical analytical and pragmatic approaches to sales management the text offers balanced coverage of a diverse range of sales concepts issues and activities This fully updated edition addresses the responsibilities central to managing sales people across multiple channels and through a variety of methods Organized into four parts the text provides an overview of personal selling and sales management discusses planning organizing and developing the sales force examines managing and directing sales force activities and explains effective methods for controlling and evaluating sales force performance **Sales Management** Earl D. Honeycutt,John B.

Ford, Antonis C. Simintiras, 2003 Designed to prepare upper level undergraduate and graduate business students for work in the exciting field of global sales management this text focuses upon the managerial and cross cultural aspects necessary for leading the global sales force **The Sales Manager's Handbook** Dartnell Corporation, 1965 No B. S. Ruthless Management of People and Profits Dan S. Kennedy, 2014 Giving a nod to Jeff Bezos Steve Jobs Walt Disney and other ruthless yet highly successful managers everywhere Kennedy presents what it really takes to get productivity from people and by doing so maximum profits This revision delivers eight new chapters fresh case history examples and more *MAT 2024 : Management Aptitude Test Prep Book | MBA Entrance Exam | 1800+ Solved MCQs with Solution (10 Mock Tests + 10 Sectional Tests) with Free Access to Online Tests* EduGorilla Prep Experts, 2022-08-03 Best Selling Book for Management Aptitude Test MAT with objective type questions as per the latest syllabus given by the All India Management Association AIMA Compare your performance with other students using Smart Answer Sheets in EduGorilla's Management Aptitude Test MAT Practice Kit Management Aptitude Test MAT Preparation Kit comes with 23 Tests 8 Mock Tests 15 Sectional Tests with the best quality content Increase your chances of selection by 14X Management Aptitude Test MAT Prep Kit comes with well structured and 100% detailed solutions for all the questions Clear exam with good grades using thoroughly Researched Content by experts *Introduction to Human Resource Management* Mr. Rohit Manglik, 2024-04-12 EduGorilla Publication is a trusted name in the education sector committed to empowering learners with high quality study materials and resources Specializing in competitive exams and academic support EduGorilla provides comprehensive and well structured content tailored to meet the needs of students across various streams and levels *The 30 Day MBA in Marketing* Colin Barrow, 2011-08-03 The 30 Day MBA in Marketing provides a complete marketing course spanning twelve disciplinary areas and including such hot topics as Buyer behaviour Marketing strategy Promotion and advertising Pricing Managing the marketing organization and Marketing and the law Each chapter includes at least one practical real life example to illustrate how marketing concepts apply to business decision making Learn what they teach you on professional marketing courses and at the world's top Business Schools and why it matters to you eliminate gaps in your marketing knowledge and take part in business decision making on an equal footing with MBA graduates or your company marketing director This book includes detailed information on how to find and analyse market data on any business or market anywhere and online appendices that provide an invaluable guide to finding further information and free resources on each topic covered *Mission MBA MAT Mock Tests and Solved papers* Pallavi Tripathi, Diwakar Sharma, RK Bahel, RS Kapur, Ashwini Kapur, 2020-04-26 Management teaches you how people behave in the Organisation and nature of power influence and leadership Whether you aim to be a self employed an entrepreneur head of your own country etc management give you tools for success Students mostly prefer MAT for Management Programs when it comes to priority Every year lakhs of aspirants appear for this national level entrance examination conducted by All India Management Association AIMA for the admissions to MBA and equivalent

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