

ULTIMATE GUIDE TO Sales Aptitude Tests



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 INCREASE SALES	INCREASES YOUR POWER AS AN INTERVIEWER
<ul style="list-style-type: none"> Helps you hire faster & more efficiently Avoid costs of hiring wrong person (~\$340,000) Reduces turnover 	<ul style="list-style-type: none"> Sales team is now full of high-potential salespeople More time to mentor & train high-Drive salespeople Sales team success/failure can be contagious 	<ul style="list-style-type: none"> 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"

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

Designed & validated for salespeople only
- OFFERS A FREE TRIAL**

SOURCES:
<https://hubspot.com/sales/surprising-stats-about-sales-rep-performance-slideshare>
<https://www.usatoday.com/story/money/business/2015/05/26/cpy-employee-turnover/27056607/>
<https://www.cnet.com/news/turnover-in-sales-what-could-be-happening-wrong-employees/>
<https://hr.org/2017/07/how-to-boost-turnover-on-your-sales-team/>

Sales Executive Aptitude Test Questions And Answers

Jin-Ying Zhang



Sales Executive Aptitude Test Questions And Answers :

A Practical Approach to Sales Management Kujnish Vashisht, 2006 Sales Department Occupies A Strategically Most Important Position In The Present Day Marketing Operations The Increase In Quantum Of Business Changing Demographics Developed Information Technology And Awareness Of Rights And Privileges Of The Customers Have Prompted Growing Competition In Business In The Changed Scenario The Position Of Sales Manager Has Gained In Importance Thereby Making The Study Of Sales Management In A Proper Perspective Indispensable For The Students Who Intend To Pursue A Managerial Career The Present Book A Practical Approach To Sales Management Is A Complete Treatise On The Subject Beginning With A Well Researched Introduction To The Field The Book Discusses All The Key Concepts Related To Sales It Explicitly Lays Down The Objectives Of Sales Management Achievement Of Sufficient Sales Volumes Contribution To Desirable Profits And Ensuring Continuous Growth For The Company And Its Functions Sales Planning Organising The Sales Effort Coordination With Other Departments Appointing And Training Sales Personnel Motivating Sales Persons Achieving Sales Targets Administration And Control To Name But A Few The Role Of A Modern Day Sales Manager Has Been Exclusively Presented In Detail With A View To Make The Students Highly Competent In Handling The Real Time Marketing Situations The Other Important Concepts Of Sales Which Have Been Analytically Studied In The Present Book Include Marketing Policies On Sales Market Demand And Sales Forecasting Recruitment And Selection Of Sales Persons Sales Training Programmes Performance Evaluation Sales Budget Sales Territories Sales Control And Analysis And Many Others A Practical Approach To Each Topic Well Illustrated With Rich Examples From The Indian Sales Environment Makes The Book Easily Accessible To The Average Readers A Glossary Of Sales And Selling Terms Given In The Appendix Of The Book Is An Added Advantage Provided To The Readers Which Would Facilitate Them In Understanding Of The Subject In Addition Practical Case Studies And Analytical Questions As Well As Sales Quiz Provided At The End Of Each Chapter Would Help The Students Of Management In Self Study And Self Assessment The Book Would Be Highly Useful To The Corporate Executives And Entrepreneurs Besides The Students And Teachers Of The Subject

Sales Management, 1942 **Advanced Sales Management Handbook and Cases** Linda Orr, 2012-04-23 Advanced Sales Management Handbook and Cases Analytical Applied and Relevant will fill the need in the market for a solid case work role play and activity book It has been written by sales teaching professionals and sales executives The life experiences of professionals with varied experiences will provide students with a solid foundation for learning This will give college professors from around the world a better opportunity to ensure quality of learning The book is intended to be supplemental to any other sales management text on the market but could be used alone in an advanced sales management or marketing analytics course in which the students already have the base theoretical knowledge The various cases role plays and experiential exercises in this book will follow the same topical structure of other sales management texts so that any sales management instructor can readily adopt this supplemental book

For many of the cases actual data has been given so that students are required to use and understand analytical software

Sales Management Thomas R. Wotruba,1981 **Australian Sales Management** Guy Callender,Kevin P. Reid,1993
Textbook for students of sales management courses Combines theoretical work on management of a sales team with practical references to the Australian business environment Begins with an introduction to the special conditions of sales management in Australia and proceeds with an examination of managing the workforce general management skills financial skills for sales managers and a discussion of contemporary issues such as ethics and quality Each chapter includes review questions and a brief case study Includes a glossary and index Guy Callender lectures in organisational behaviour and management and has experience in business administration and small business management Kevin Reid teaches in sales management marketing and distribution **Report of the Executive Secretary** College Entrance Examination Board,1928 Vol 26 39 have appendix 1 st 14th annual report on the Scholastic Aptitude Test 1926 39 **The Sales Manager's Handbook** Dartnell Corporation,1968 Sales Management ,1944 **Sales Force Management** Gregory Rich,Rhett Epler,2024-09-25
Formerly published by Chicago Business Press now published by Sage Sales Force Management is a comprehensive guide to leading sales teams in today s dynamic business landscape offering practical insights strategies and tools to navigate the challenges of modern sales management effectively The Second Edition also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era *Industrial Management* ,1926 Factory and Industrial Management John Robertson Dunlap,Arthur Van Vlissingen,John M. Carmody,1926 Marketing ,1957 **The World's Work** Walter Hines Page,Arthur W. Page,1928 A history of our time *American Monthly Review of Reviews* Albert Shaw,1929 **Management of the Sales Force** William J. Stanton,Richard Hobart Buskirk,1974 *Management Methods* ,1955 Management Review ,1944 Has supplements Review of Reviews Albert Shaw,1929 Forbes ,1922
 Handbook for Route Sales Executives Fred DeArmond,1955

Sales Executive Aptitude Test Questions And Answers Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Sales Executive Aptitude Test Questions And Answers**," written by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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