

# ULTIMATE GUIDE TO Sales Aptitude Tests



40% of all salespeople don't understand customer pain

40%

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<sup>®</sup> 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
  - Consultation with Dr. Croser — additional insight on candidates' test results
  - Designed & validated for salespeople only
- OFFERS A FREE TRIAL**



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<https://hubspot.com/sales/surprising-stats-about-sales-rep-performance-slideshare>  
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# Sales Executive Aptitude Test Questions And Answers

**Y Pai**



## **Sales Executive Aptitude Test Questions And Answers :**

## **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 much more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Sales Executive Aptitude Test Questions And Answers**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we will delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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