

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
 - 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-recruit-turnover-on-your-sales-team/>

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Answers For The National Sales Aptitude Test

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Elen, M. J. Bishop**

Answers For The National Sales Aptitude Test:

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Unveiling the Energy of Verbal Artistry: An Mental Sojourn through **Answers For The National Sales Aptitude Test**

In some sort of inundated with displays and the cacophony of immediate interaction, the profound power and psychological resonance of verbal art usually disappear in to obscurity, eclipsed by the constant barrage of noise and distractions. However, set within the musical pages of **Answers For The National Sales Aptitude Test**, a fascinating function of fictional splendor that pulses with raw thoughts, lies an remarkable trip waiting to be embarked upon. Composed by a virtuoso wordsmith, that enchanting opus books readers on a psychological odyssey, delicately exposing the latent possible and profound affect embedded within the elaborate web of language. Within the heart-wrenching expanse with this evocative evaluation, we will embark upon an introspective exploration of the book is main themes, dissect its charming writing design, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

<https://legacy.tortoisemedia.com/results/detail/fetch.php/Alerton%20Installation%20Manual.pdf>

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