

Sales Professional 7.0

Assessment Fact Sheet

Overview

Our Sales Professional 7.0 solution is designed for entry to mid-level sales positions in which employees proactively sell products to customers, develop relationships with repeat customers, and have their pay and/or performance heavily based on sales revenue. Sample tasks for these jobs include, but are not limited to: promoting products to customers, persuading customers to buy products, and building ongoing customer relationships.

Potential job titles that use this solution include: Sales Consultant, Sales Representative, and Account Representative.

Job Level	Professional
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Job Family/Title	All
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Details

Platform	TalentCentral
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Average Testing Time	21 minutes
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Number of Questions	61
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Designed for Unproctored Environment	Yes
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Question Format	Multiple Choice
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Knowledge, Skills, Abilities and Competencies Measured

Tolerance of Sales Pressure: This measures the tendency to be comfortable with the constant pressure associated with meeting competitive sales goals. This trait is characterized by: being motivated and excited by sales expectations; showing confidence when negotiating and influencing; and being goal-driven.

Achievement: This component measures the tendency to set and accomplish challenging goals, while persisting in the face of significant obstacles. This trait is characterized by: working hard; taking satisfaction and pride in producing high quality work; and being competitive.

Customer Focus: This is a measure of the tendency to show persistent enthusiasm when interacting with customers. This trait is characterized by: apologizing sincerely for inconveniences; being patient; tolerating rude customers calmly; and searching for information or products for customers.

Professional Potential: This is a measure of the tendency to have potential for professional success across industry type and functional area. This is characterized by scores that are derived from responses to questions regarding academic and social background, and aspirations concerning work.

Sales Focus: This is a measure of the attributes related to success in sales jobs. Sales Focus is characterized by: persistence for overcoming obstacles in order to close a sale, desire to pursue aggressive goals and achieve results, and high levels of energy and stamina even after a hard refusal/rejection.