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A sales aptitude test is a tool to help you objectively identify and hire salespeople with the greatest potential for long-term sales success. At [SalesDrive](#), our online sales aptitude test allows you to specifically determine whether your sales candidates have Drive – the core trait shared by high-performing salespeople.

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- Please answer the questions as honestly as possible. Think about your answers before answering. Please choose 1 answer per question that best fits your sales style. QUESTION # 1 . As a sales person, what do YOU sell FIRST on a sales call ? 1 - The fine reputation of the company you work for . 2 - The great service or product you are selling

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Sales & Non-Sales formats; Each position is custom profiled and each report has a suitability rating based on the closeness of match to the specific requirements of that role. Another great advantage to using our sales aptitude test is that you can evaluate people for all positions, whether sales or non-sales.

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Format of the Sales Skills Assessment Test. The sales aptitude test is generally along the lines of a sales personality test though you can expect to answer questions relating to the specific knowledge of job skills, along with skills that are inherent in the sales profession. The exam consists of a multiple-choice format.

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Questions in a Sales Aptitude test are developed to assess behavioral and personality characteristics which have been shown to be important to success in Sales occupations. Candidates aiming for a career in sales need to be confident and have persuasion skills. It is important to be prepared to respond effectively in such tests or interviews....

*Aptitude Tests - Saville Assessment Predict Sales Success with a Sales Aptitude Test. The Sales Achievement Predictor (SalesAP) is a sales aptitude test that measures personality traits that are critical to success in sales and sales-related fields such as customer service, sales management, marketing, and public relations.*

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Take the Sales Aptitude Test.  
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About Sales Representative Aptitude Test (Insurance) Insurance Agents have to sell insurance policies to new and existing customers. Some agents sell other financial instruments such as mutual funds and also help in financial planning for their clients. They must possess the typical skills needed by any

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