



PXT Select™ Sales

Unlock Sales Success with Data-Driven
Hiring—Every Time



WILEY



Making the Wrong Sales Hiring Decision Hurts

Unleash the Power of Data-Driven Sales Recruitment

Are you tired of hiring salespeople who fall short of your expectations? Do you want to identify and replicate the success of your top-performing sales reps? Look no further! PXT Select™ Sales Assessment is the ultimate solution for your sales team recruitment needs.

Why Choose PXT Select™ Sales Assessment?

- ✓ Comprehensive Sales Insights
- ✓ Job-Matching Excellence
- ✓ Employee Lifecycle Support
- ✓ Data-Driven Decision-Making

As a business owner or sales hiring manager, you understand the devastating impact of hiring sub-par salespeople. PXT Select™ Sales equips organizations with actionable candidate data to help you secure the right sales people for the right jobs.

What Is the PXT Select Sales Assessment?

As a comprehensive, “full person” assessment, the PXT Select Sales assessment measures how well an individual fits specific sales jobs in an organization by assessing their Cognitive Ability, Behavioral Traits, Interests and sales prospectives. The job-matching feature of the PXT Select Sales assessment enables organizations to evaluate an individual relative to the qualities required to perform in your sales roles successfully.

PXT Select Sales Helps You:

- Discover the stars within your organization. Pinpoint your current high-performing sales team members.
- Evaluate job candidates based on the attributes and traits of your top sales performers.
- Hire sales and service reps who share the same qualities as your best salespeople.

How Does PXT Select Sales Work?

Before assessing an individual, our team of experts helps you develop custom Occupational DNA® Sales Performance models for the sales jobs you need to fill. A performance model is a benchmark you will compare individuals against to establish the degree of Job-Person Fit. Once the performance model is established, candidates take the assessment online after receiving a link from the HR administrator or hiring manager.

The assessment can be taken from any device with internet access. The system instantly scores the assessment and sends the requested reports to the hiring manager. PXT Select Sales provides the manager with a suite of 13 reports they can use for hiring and selection, on-boarding, leadership development, coaching, succession planning, and more.

Measures	<ul style="list-style-type: none"> • The full view of a person. It measures Thinking Style (numerical, verbal reasoning and skill), Behavioral Traits, Interests and Sales Prospectives.
The Process	<ul style="list-style-type: none"> • With the use of our extensive library and the help of a PXT Select expert, the manager completes a performance model. • Candidates receive a request to take the online assessment. • Assessment results are scored and benchmarked against the performance model to evaluate the degree of Job-Person Fit.. • The manager receives the results in a convenient suite of 13 reports.
Time to Take	Approximately 60 minutes. No proctoring or supervising required.
Reports	<ul style="list-style-type: none"> • Comprehensive Selection Report • Performance Model Report • Leadership Report • Multiple Positions Report • Multiple Candidates Report • Manager-Employee Report • Individual's Graph • Individual's Report • Coaching Report • Team Report • Sales: Comprehensive Report • Sales: Coaching Report • Sales: Individual Feedback Report
Used For	<ul style="list-style-type: none"> • Job placement, promotion fit, team fit • Coaching and skills development • Leadership development • Development of job descriptions and performance models
Customizable	<p>Develop job performance models by:</p> <ul style="list-style-type: none"> • Company • Position • Manager • Geography
Validation Studies	2019

Are you ready to equip yourself and your sales managers with the objective information you need to confidently hire, select, manage, and engage a salesforce that drive success?

Contact your Authorized Partner at:



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