

# Assessment Test for Screening Sales profile candidate

## Tick the correct answers

1. You are meeting with the owner of a Company who manufactures dish washers and is looking for a new vendor for supplying raw materials (electrical components)  
How will you prepare for the meeting ?

- Create a Powerpoint presentation
- Research about his company
- Try to impress him with your soft skills
- Be late for the meeting

2. You are taking over a difficult customer with whom your company is struggling to expand the business. How will you approach the situation ?

- Analyse what happened in the past
- Commit to larger delivery volumes
- Develop a new strategy to improve relations
- Offer him more discounts

3. On the first meeting, the customer gets agitated and says that they dont require our products at the moment and ends the meeting. What will you do ?

- Accept their decision and leave
- Demand them to justify their decision
- Ask politely if you can meet them later
- After the meeting, try to build rapport with other employees to understand the organisation and its decision making process

4. John has some apples and 2 brothers Jack and Jim. John eats 3 apples and splits the remainder equally between himself and his brothers. Jack and Jim both eat half the apples they get. Together they all have 4 apples left. How many apples did John start with ?

Answer \_\_\_\_\_

5. Your Client is unhappy with the delay in delivery of his purchased products. How do you handle the situation ?

- Offer him free products
- Explain him the reason politely and assure him to do better next time
- Share his feedback to backend team
- Ignore his calls

- 6. Write a letter to the CEO of a prospective company who manufactures Furniture. Explain him how your tools can help in reducing the time required for the manufacturing process and how can you help to increase productivity. Also try to get an appointment to meet him ASAP**

Answer \_\_\_\_\_

- 7. Explain the 5 key steps required when approaching a new customer and how to approach them. Also write the steps which you will use to research about the company and prepare points as to how can you help them grow their business. Write atleast 150 words**

Answer \_\_\_\_\_

- 8. How will you handle the customer if he asks for extra discount on a particular product even though you have already given him enough discount.**

Answer \_\_\_\_\_

- 9. Write 3 methods that you will use to upsell your product to an existing customer**

Answer \_\_\_\_\_

- 10. An existing customer has stopped buying your products as someone else is providing him a similar product at cheaper cost. How will you approach the situation to regain your customer**

Answer \_\_\_\_\_