

# ASSESSMENT REPORT

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**John Doe**

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Sample\_Job

## Sample\_Job

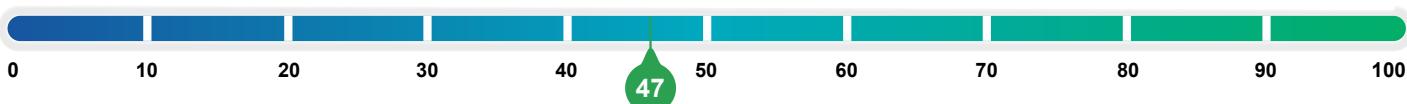
### SUMMARY

#### Vento - Selling Skills Assessment

Vento is a selling skills assessment that measures an individuals' selling skills in the business-to-business setting. Those who score high are more likely to have the knowledge of the requisite selling techniques in the business-to-business market.

47

Percentile



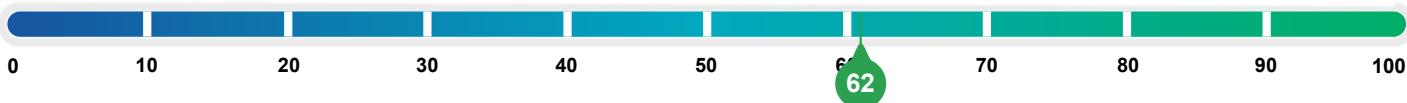
### Score Details

#### Opportunity Evaluation

This scale measures the candidate's ability to evaluate opportunities and qualify leads during sales calls.

62

Percentile

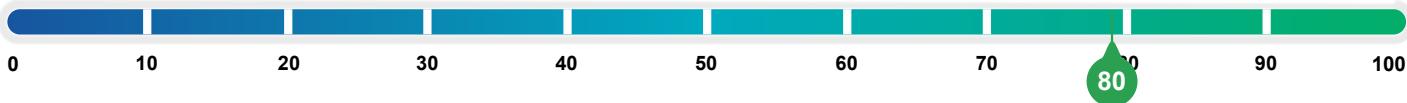


#### Sales Planning

This scale measures the candidate's sales planning skills such as route planning, sales forecasting, preparing daily routes.

80

Percentile

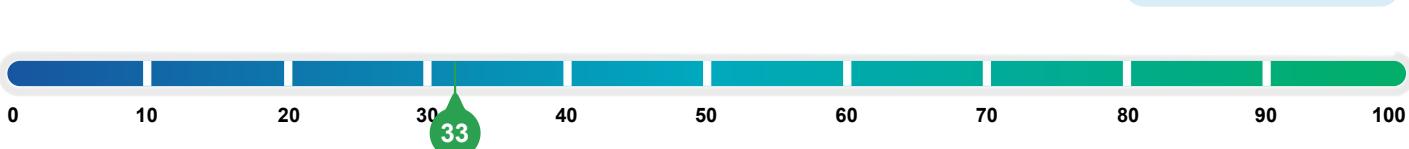


## Score Details

### Sales Process Management

This scale measures how the candidate effectively manages, executes and sustains sales through the sales force.

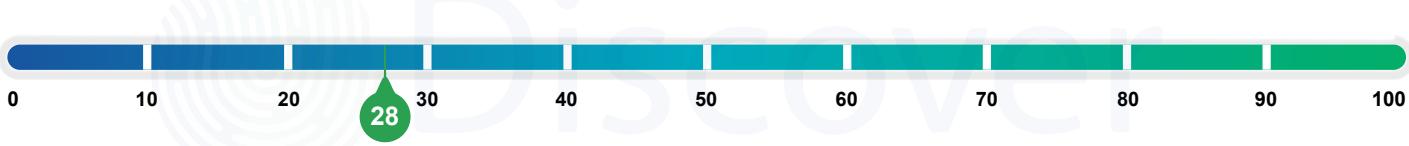
**33**  
Percentile



### Channel Identification

This scale measures the candidate's understanding of the various sales channels and the use of them to achieve the sales targets.

**28**  
Percentile



### ROI / PL Sensitivity

This scale measures the candidate's ability to calculate ROI on various sales related decisions and also tests the understanding of Profit Loss based decisions.

**30**  
Percentile

