

# ASSESSMENT REPORT

---



John Doe

---

john.doe@discover-assessments.com

25-Oct-2021

Sample\_Job

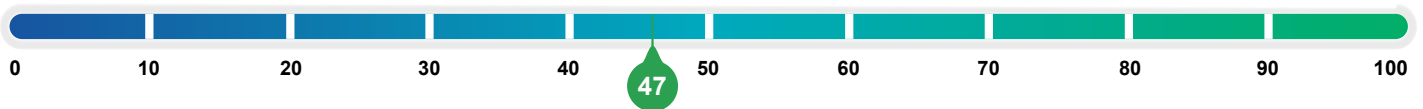
## Sample\_Job

### 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

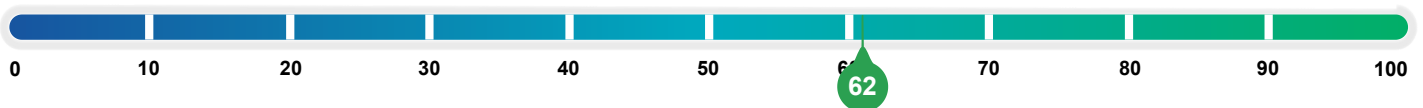


### Score Details

#### Opportunity Evaluation

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

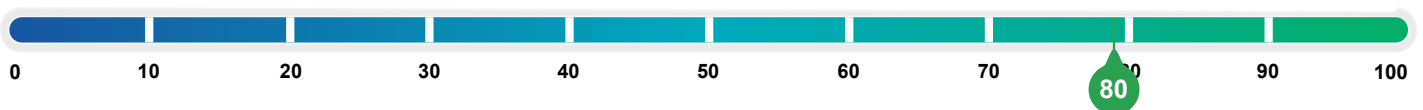
**62**  
Percentile



#### Sales Planning

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

**80**  
Percentile

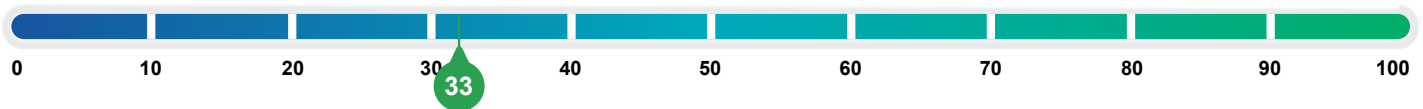


## Score Details

### Sales Process Management

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

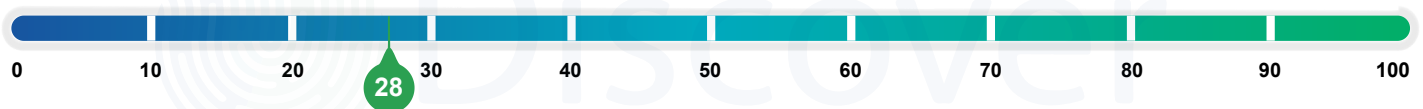
**33**  
Percentile



### 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

