**Sales Job Online Test**

We thank all candidates for their interest; however, only those selected for an interview will be contacted.

1. What make a successful Salesperson?
2. Building rapport and relationships with customers
3. Turning a no into a yes
4. Cold calling prospects to find qualified customers
5. Identifying customer needs and finding a solution
6. Which is the most important communication skill a successful sales person must have?
7. Speaking
8. Listening
9. Persuading
10. Promoting
11. What do you find most rewarding about being in sales?
12. Working with people and building relationships
13. The thrill of the hunt – finding the customer through prospecting
14. The thrill of closing the deal
15. Providing customers with expert advice based on their specific problems
16. Which is the most important personal quality a successful sales person must have?
17. Empathy
18. Persistence
19. Aggressiveness
20. Resilience
21. What motivates you as a sales person?
22. Being a top-performer among peers
23. The potential to earn based on your ability, skills and hard work
24. Trips and prizes
25. Representing a reputable company
26. When you were a kid and you wanted something from your parents you would…
27. Drop subtle hints over a long period of time
28. Ask over and over again until they said yes
29. Take on extra tasks around the house in the hope of being rewarded
30. Ask once with a well-prepared argument and accept their decision either way

Source: Centennial Windows and Doors, Canada’s 2008 ENERGY STAR, Sustained Excellence

Note: These materials have been developed and adapted from a range of sources for the purpose of the Bruce County Job Search Club.