



SaaSy Sales Candidate Screening Assessment

A role-specific assessment that is 4x more predictive than behavioural or personality assessments.

PREDICTIVE

As a role-specific assessment, our screening is 4x more predictive than behavioural or personality assessments. Within 12 months, 91% of candidates recommended by the assessment have positive on-the-job performance. 75% of the candidates not recommended by the assessment are either not retained or performing poorly.

SALES SPECIFIC

SaaSy helps sales organizations assess candidates on 21 sales-specific competencies, organized into Will to Sell, Sales DNA, and Tactical Selling.

ROLE SPECIFIC

Assessments are designed for sales reps, sales management, and sales leadership. You can configure our assessments for inside roles, territory and vertical-based sales, account management, channel sales, and revenue focused customer success.

ACTIONABLE

Each Assessment indicates which candidates are Recommended or Not Recommended based on the specific skills necessary for the role.

CUSTOMIZABLE

Hiring managers can further customize an assessment to identify candidates who share competencies with their team's top performers.

Key Outcomes:

- ✓ **Best in class hiring that dramatically reduces mis-hires**
- ✓ **A quantifiable set of results that can be correlated to ramp and attainment outcomes**
- ✓ **A personalized coaching guide for managers to accelerate ramp times**

The Process

- 1) A SaaSy professional will work with you to configure the assessment to your specific context.
- 2) Your hiring managers will be trained on interpreting the assessment and how to use results to inform precision questioning during behavioural interviews.
- 3) We will review results and fine-tune the assessment based on observable data

"As a VP at Salesforce.com and several venture backed startups, I used psychometric and behavioral assessments like Predictive Index, Caliber and even DISC - I found nothing came close to the validity of this sales specific Objective Management Group assessment that is now the standard at SaaSy."

Matt Cameron, CEO SaaSy Sales Leadership

