

- Est. 2005
- Serving 1,000+ Companies
- Fully EEOC Compliant
- Validated in North America
- Patented Assessment Formula
- >80% Accuracy Rating with the Drive Interview®

+ Reports



The DriveTest®

Easy-to-read summary of assessment scores. Report also includes behavioral interview questions to ask to probe deeper into your candidates' scores.

[Click to view a sample.](#)



Production Builder™

Development & training guide for current and new salespeople, included with each assessment purchase.

[Click to view a sample.](#)

+ SalesDrive Assessment Dashboard

- Establish an account online in mins.
- Administer assessments via the SalesDrive Assessment Dashboard
- Upon assessment completion, results are emailed to you instantly
- Complimentary debrief of assessment results with Dr. Croner

[Click to View a Demo Now](#)

+ The DriveTest® Difference

Our difference is simple: Drive. Our assessment focuses intensely on the characteristics that differentiate high-performing "Hunter" salespeople.

The DriveTest® measures the three *non-teachable* elements of Drive: Need for Achievement, Competitive and Optimism, and the important, yet *teachable*, skills: Confidence, Persuasiveness, Relationship Skills, and Organization.

The DriveTest® is taken online, and uses a "forced-choice" question format designed to eliminate faking. For each question, the candidate sees three equally positive statements. The candidate must choose which of the statements is most like them and which is least like them. This question format forces the candidate to make some very difficult distinctions, but it gives you a much better sense of their *real* priorities.

Additionally, the assessment contains a Consistency Scale to monitor and alert you when a candidate attempts to fake the assessment.

+ The 3 Elements of Drive



Need for Achievement

Set challenging goals, work to surpass them and then seek greater challenges.



Competitiveness

Desire to be the best among peers and wants to win the customer over to their point of view.



Optimism

Resilient when faced with inevitable rejection. Certain that they will succeed.

+ Client Testimonials



As an early stage company, every sales hire is critical. SalesDrive is a useful tool in our arsenal to help determine whether sales candidates are true hunters and glass eaters. So far, it has been 100% reliable. We utilize SalesDrive with all candidates prior to in-person interviews.

- **NextHealth Technologies**



The SalesDrive Assessment tool is an invaluable recruitment and selection tool that we use for our global sales team, and has proven year after year a consistent data tool that aids our process tremendously.

- **Master Chemical**



Walker has been using the DriveTest® for over 10 years and find it to be an extremely valuable tool as we evaluate business development candidates. The accuracy of the results is amazing.

- **Walker Consultants**



The SalesDrive Assessment has become an integral part of the way we screen and assess sales talent, helping us considerably improve the quality and performance of incoming hires.

- **Top Hat**



SalesDrive gives us a hard measure of a candidate's fit that we've never had before. Now, we spend our time on candidates with real potential and avoid hiring people that won't succeed in a very competitive environment.

- **SnapFi**