

Saville Assessment Wave® Professional Styles Sales (UK, IA, 2021) Group Description

This group consisted of 1,213 individuals¹ in the United Kingdom, employed in a range of job functions across a wide range of industry sectors. 47% worked in sales & marketing, 16% in consulting and the remaining 37% worked in commercial or sales roles in other fields. These included finance, IT & engineering, health and human resources².

The breakdown of the group is provided below (with group response rates for each biographical section given in the footnotes):

Gender³

37% of the group were female, 62% were male and less than 1% responded with not specified.

Age⁴

The mean age of the group was 39 years.

Education (highest qualification)⁵

16% had a postgraduate degree as their highest qualification, 49% had a first/undergraduate degree, 13% had a professional qualification, 14% had school level qualifications, with the remaining 8% of the group having other or no formal qualifications.

Work Experience⁶

45% of the group had more than 20 years' work experience, 33% had between 10 and 20 years', 11% had between 6 and 9 years', 6% had between 3 and 5 years', with the remaining 4% having had less than 3 years' work experience.

Cultural Background⁷

87% of the group described themselves as White (including British, European and Irish), 7% as Asian (including Indian, Pakistani and Chinese), 2% as Black (including African and Caribbean), with the remaining 4% coming from a range of other backgrounds⁸.

¹ Based on 2016-2020 completions

² Based on 89% group response

³ Based on 100% group response

⁴ Based on 90% group response

⁵ Based on 88% group response

⁶ Based on 93% group response

⁷ Based on 93% group response

⁸ Other backgrounds included mixed backgrounds, Hispanic and Scandinavian