

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

This group consisted of 2,023 individuals¹ in the United States, employed in a range of job functions across a wide range of industry sectors. 58% worked in sales & marketing, 10% in consulting and the remaining 32% worked in commercial or sales roles in other fields. These included design, human resources, operations, customer service, IT & engineering, finance, construction, health and administration².

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

Gender³

43% of the group were female, 56% were male and 1% responded with not specified.

Age⁴

The mean age of the group was 40 years.

Education (highest qualification)⁵

28% had a postgraduate degree as their highest qualification, 59% had a first/undergraduate degree, 5% had a professional qualification, 6% had school level qualifications, with the remaining 2% of the group having other or no formal qualifications.

Work Experience⁶

44% of the group had more than 20 years' work experience, 32% had between 10 and 20 years', 13% had between 6 and 9 years', 8% had between 3 and 5 years', with the remaining 3% having had less than 3 years' work experience.

Cultural Background⁷

82% of the group described themselves as White (including European, British and North American), 7% as Hispanic, 3% as Asian (including Indian, Chinese and Korean), 1% as Black (including Caribbean, American and African), 1% as Arabic, with the remaining 6% coming from a range of other backgrounds⁸.

¹ Based on 2016-2020 completions

² Based on 85% group response

³ Based on 100% group response

⁴ Based on 82% group response

⁵ Based on 66% group response

⁶ Based on 35% group response

⁷ Based on 88% group response

⁸ Other backgrounds included mixed backgrounds, Native American and Pacific Islander