

## Job Role

### Skylability Assessment

#### Candidate name:

1. The role has full responsibility for the UK P&L – based on your past experience of managing budgets, how would you add value to the senior management team?
2. What decisions have you made previously that have made an impactful difference to a business?
3. XXXX company recognises that it needs a 'lift to the next level' in terms of sales. Demonstrate how you have generated new business yourself and also through your teams using innovative & classic sales approaches.
4. XXXX company has some clear commercial measures of success in this role. Can you give one example (each) where you have successfully delivered against these measures:
  - Supplier Satisfaction
  - Refund Rates (availability)
  - New Products (up selling)
  - Churn Rate (loss of suppliers / products)
  - Margin
5. Cultural fit is critical to XXXX company. In a short paragraph, explain how your character compliments your work ethic?
6. XXXX company is a volume based, data driven business - what specific examples can you give that demonstrate you have the analytical capabilities required to increase revenues and improve levels of customer experience?
7. Leadership qualities are paramount. Can you describe your management style and give an example of how this style has led & produced winning performance levels from your team (from entry level and more senior account managers)?