

FRONTLINE SALES HIRING MADE EASY WITH ETS

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A Global Leader in
Remote Proctored Assessments



Client Overview

This financial institution is the third largest of the private-sector banks in India offering a comprehensive suite of financial products. The bank offers an entire spectrum of financial services to customer segments covering Large and Mid-Corporates, MSME, Agriculture and Retail Businesses. The bank has its head office in Mumbai, Maharashtra. It has 3,882 branches, 13,814 ATMs. the network of the bank spreads across 2,211 cities and towns, enabling the bank to reach out to a large cross-section of customers with an array of products and services.

Challenges

The company used a pen and paper test for hiring which resulted in high turnaround time for candidates from taking the test till their joining process. The frequency of questions remained same.

The demographic assessment process was used for selecting or rejecting candidates for hiring front line sales executives. The hiring is in bulk and attrition is usually high in this profile. The solution, following this assessment, is reducing attrition and improving the retention of the right candidates.

Solution

Wheebox - an ETS company deployed an assessment that was designed specifically for front line sales hiring keeping in mind the demographic preferences of candidates, their family background, their need for job, their interest in front line sales profile etc. Wheebox - an ETS company used APIs to connect to client' ATS for better and fast portability of data. Wheebox - an ETS company used Safe Exam Browser (SEB) to control cheating from any other location/browser across diversified locations/branches. This resulted in reducing turnaround time in testing to joining of candidate and better productivity of resources who were used to conduct tests either at campuses or own premises.

About Wheebox – An ETS Company

Wheebox - An ETS Company is one of the largest global firms in remote proctored assessments and consulting services. Headquartered in India and spread across GCC Countries. We deliver millions of assessments for corporations, institutions and governments globally.

At Wheebox - An ETS Company, our mission is to enable academia, organizations, and enterprises to maximize their talent potential by supporting their assessments, learning, and compliance needs. With a focus on innovation and cutting-edge technology, we have consistently delivered solutions that empower our clients to make informed decisions about talent management and development.

For over a decade, Wheebox - An ETS Company has been at the forefront of providing on demand remote proctored assessments and learning solutions. We take immense pride in our extensive experience, having worked with more than 3000+ large institutions and organizations. Wheebox is a 100% subsidiary of ETS headquartered in Princeton New Jersey, United States.

About ETS

ETS is a global education and talent solutions organization enabling lifelong learners to be future ready. We advance the science of measurement to build the benchmarks for fair and valid skill assessment. We are committed to powering human progress by promoting skill proficiency, empowering upward mobility and unlocking more opportunities for everyone, everywhere with accuracy and precision.

Our assessment products - including the TOEFL, TOEIC, GRE, and Praxis Assessments - as well as our innovative solutions and subsidiaries help 50 million people each year to clarify their strengths and find opportunities for growth in education, work and beyond. We continue to operate around the world, with offices in 25 locations and operations in 195 countries and territories.www.ets.org

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