

Want to identify **future top performers** today?

Pera helps you pick candidates who can
generate up to 194% of the average revenue

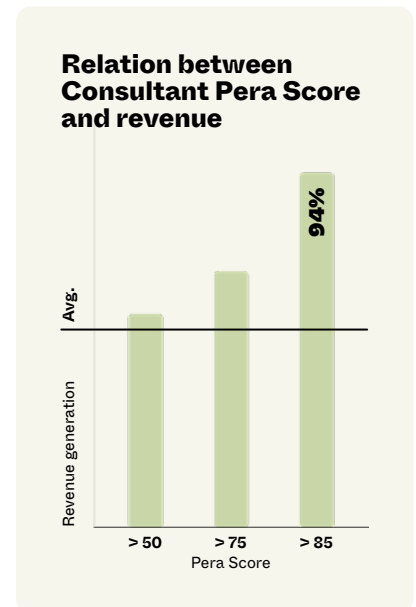
Identifying top sales talent with only asking 3 questions, we help companies supercharge their commercial success through their hiring practices.

94% more revenue per salesperson

A medium-sized recruitment agency employing 350 revenue-generating consultants in the APAC region has been using Pera's model for the past 6 years.

Results:

- Recruits with an over 85% Pera digital interview score delivered **94% more revenue** in their first 2 years of employment than the average;
- The company was able to **scale up** its business very quickly by opening 11 branches.



2x more revenue in 12 months

Pera has transformed how and who we hire, leading to nearly **2x revenue growth** in 12 months.

– Terry Shen, Managing Director Atomic

2.8x more top performers

A call center employing over 70 sales professionals already achieved better results after using Pera's Commercial Success benchmark for just 3 months.

Results:

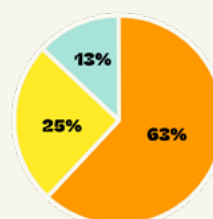
- Candidates with a high score on commercial success proved **2.8x more likely to be top performers**, compared to candidates with an average or low score;
- The efficiency of the recruitment process greatly increased in a very short time because:
 - Intensive personal reviews of CVs and case studies are no longer necessary;
 - The hiring team is **365x faster** because they don't need to wait for 12 months to know who will perform.

Who is a top performer?

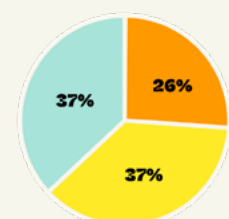
Top performers are those that consistently outperform their peers on revenue generation and surpass sales expectations. They serve as role models for their peers.

Results based on N=27 hires and 95 applicants in 3 months.

Commercial Success score <50



Commercial Success score >50



● Low performers ● Average performers ● Top performers

Predict sales performance **365x faster.**

Who can benefit from using Pera to identify high-flyers?

Organisations that are:

- involved in the business of consulting, sales or other revenue generation focused sectors
- scaling up fast and/or internationally
- searching for a proven method to predict commercial success

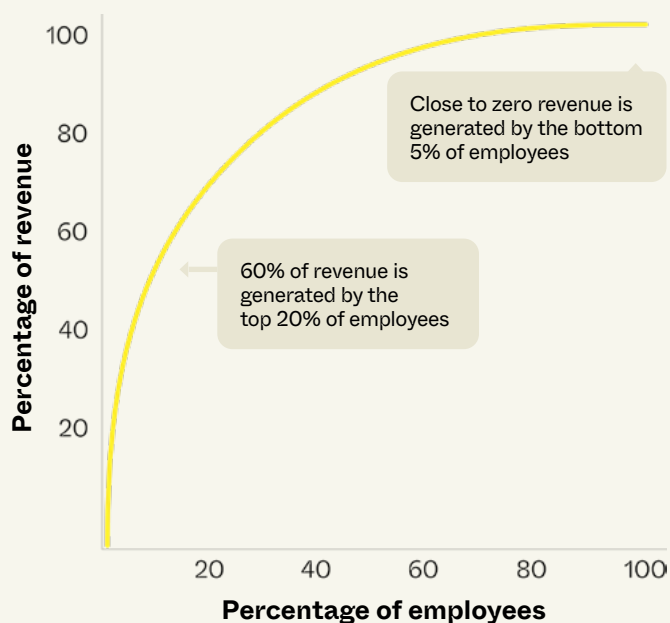
Managers who need to:

- increase their top-line revenue
- achieve more with fewer resources
- gain insights on how to improve the performance of their sales team
- hire top-performing commercial staff

Why it's so important to select top performers

It's well known that a minority of sales staff create a majority of the commercial impact.

Typical distribution of performance in the consulting industry



The impact of increasing top performers by 1 percentage point

Sales department

20% Top performers
80% Normal performers

+2.5%

Sales revenue may increase by 2.5%

Sales department

21% Top performers
79% Normal performers

How Pera helps you hit your milestones

We know how important top performers are to an organisation. So we've spent over 8 years researching the patterns that identify them at an early stage.

- Unique A.I. driven methodology, direct prediction of performance based on language data.
- Pera is not a self assessment, game or IQ test. Our A.I. is trained to recognize competencies of top performers.
- Get access to 8+ years performance data and 5.5 million professionals
- One of a kind proprietary and self-built dataset.

[Learn more](#)

You are losing money while you read this. **Take action!**

[Book a demo!](#)

Start creating a better future for your organisation

Pera's Digital Interview assessment method can make a big difference to your top line. You can already apply it at the early screening stage, saving you time and money. Even better, it's a non-discriminatory method that removes human bias, allowing you to select the candidates with the best competencies and potential.

Increase your top line within 3 months

Want to benchmark your new hires and existing employees against top performers? This could be the quickest way to refine your selection methods and meet your targets.

Try Pera now, and benefit from the anonymised data of 5.5 million professionals. Worried you won't be satisfied? No problem – we offer a money-back guarantee.

Higher scores

in our digital interview



Higher revenue

for you

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