



Growth Resources

Sales Force Manager Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
TEACHING IN A STRUCTURED SETTING	46%
MAKES JOINT CALLS	74%
DIRECTS AND CONTROLS OTHERS IN A BUSINESS UNIT	98%
PROFIT CONSCIOUS IN A MANAGEMENT ROLE	53%
TAKES INITIATIVE IN A BUSINESS UNIT	82%
MAKES FORMAL PRESENTATIONS	37%
FOCUSED ON QUANTITATIVE RESULTS	80%
PRACTICAL INTELLIGENCE	81%
ANALYTIC ABILITY	50%

Applicant: _____

Date: _____

Interviewer: _____