



Growth Resources

Sales Team Leader Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
DEVELOPS SALES LEADS	44%
QUALIFIES PROSPECTS WITH STANDARD PROBES	85%
MAKES PERSUASIVE PRODUCT PRESENTATIONS	96%
COMMITTS TIME AND EFFORT TO ENSURE SUCCESS	78%
MAXIMIZES RESULTS BY PARTNERING AS A CUSTOMER ADVOCATE	55%
ADAPTS APPROACH TO DIFFERENT BUYER MOTIVATIONS	57%
PROVIDES PROACTIVE ASSISTANCE/SUPPORT	65%
MAKES JOINT CALLS	33%

Applicant: _____

Date: _____

Interviewer: _____