



Growth Resources

# Account Management Profile Structured Interview Questionnaire

<i>Agreed-Upon Predictive Skills</i>	Candidate Score
1. MAXIMIZES RESULTS BY SYSTEMATICALLY MANAGING AN ACCOUNT PLAN	
2. DRIVEN TO PRODUCE BY INCREASING SALES TO EXISTING ACCOUNTS	
3. WORKS THE SYSTEM FOR THE CUSTOMER	
4. EDUCATES CUSTOMERS THROUGH STRUCTURED TRAINING	
5. PROMOTES CUSTOMER RELATIONS BY SOLICITING FEEDBACK	
6. RESPONDS AT ANY HOUR	
TOTAL	

<b>Applicant:</b> _____
<b>Date:</b> _____
<b>Interviewer:</b> _____