



Growth Resources

New Biz Development Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
EFFECTIVE NETWORKING	
PROBLEM-SOLVING	
QUALIFIES PROSPECTS WITH STANDARD PROBES	
COMMITTS TIME AND EFFORT TO ENSURE SUCCESS	
CLOSES THROUGH LOGICAL, INCREMENTAL STEPS	
OPPORTUNISTIC	

Applicant: _____
Date: _____
Interviewer: _____