



Growth Resources

Outbound Telemarketing Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
MAKES PERSUASIVE PRESENTATIONS	
QUALIFIES PROSPECTS FOR FIT WITHIN PRODUCT/SYSTEM CONSTRAINTS	
ANSWERS OBJECTIONS BY LOGICALLY REMOVING OBSTACLES	
MAXIMIZES RESULTS BY RESISTING DISTRACTIONS TO THE SELLING PROCESS	
PREFERENCE FOR VERBAL CUSTOMER CONTACT	
ADAPTS APPROACH TO DIFFERENT BUYER MOTIVATIONS	
TOTAL	

Applicant: _____
Date: _____
Interviewer: _____