



Growth Resources

# Product/Service Specialist Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
MAXIMIZES RESULTS BY ANTICIPATING OBSTACLES THAT COULD IMPEDE PROGRESS	
IDENTIFYING CUSTOMER NEEDS	
PROVIDES RELIABLE INFORMATION	
DELIVERS ADDED VALUE TO CUSTOMERS	
MAKES ONE-ON-ONE SALES PRESENTATIONS	

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