



Growth Resources

Strategic Account Manager Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
TAKES INITIATIVE IN A BUSINESS UNIT	
COMMITTS TIME AND EFFORT TO ENSURE SUCCESS	
PROVIDES PROACTIVE ASSISTANCE/SUPPORT	
DEVELOPS TECHNICAL COMPETENCE	
EDUCATES CUSTOMERS THROUGH STRUCTURED TRAINING	

Applicant: _____
Date: _____
Interviewer: _____