



Growth Resources

System Specialist Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
GAINS CUSTOMER COMMITMENT	96%
IDENTIFYING CUSTOMER NEEDS	47%
COMMITTS TIME AND EFFORT TO INCREASE PROFESSIONAL DEVELOPMENT	66%
DELIVERS ADDED VALUE TO CUSTOMERS	59%
MAKES PERSUASIVE PRODUCT PRESENTATIONS	98%
EDUCATES CUSTOMERS THROUGH STRUCTURED TRAINING	56%

Applicant: _____
Date: _____
Interviewer: _____