



Growth Resources

# Territory Consultative Product Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
MAXIMIZES RESULTS THROUGH NEW BUSINESS OPPORTUNITIES	
MAKES PERSUASIVE PRESENTATIONS	
QUALIFIES PROSPECTS FOR FIT WITHIN PRODUCT/SYSTEM CONSTRAINTS	
DRIVEN TO SATISFY MULTIPLE BUYERS WITHIN AN ACCOUNT	
IMAGE BUILDING	

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