



Growth Resources

Territory Consultative Systems Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
DEVELOPS SALES LEADS	43%
QUALIFIES PROSPECTS WITH STANDARD PROBES	87%
MAKES PERSUASIVE PRESENTATIONS	98%
COMMITTS TIME AND EFFORT TO ENSURE SUCCESS	62%
MAXIMIZES RESULTS BY PARTNERING AS A CUSTOMER ADVOCATE	92%
ADAPTS APPROACH TO DIFFERENT BUYER MOTIVATIONS	36%

Applicant: _____

Date: _____

Interviewer: _____