



Growth Resources

Territory Relationship Product Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
ANSWERS OBJECTIONS BY REMOVING EMOTIONAL CONCERNS	94%
CLOSES BY BUILDING PERSONAL TRUST AND LOYALTY	49%
PROVIDES SERVICE BY EMPATHIZING WITH CONCERNS	45%
MAKES ONE-ON-ONE SALES PRESENTATIONS	54%
MAXIMIZES RESULTS BY SYSTEMATICALLY MANAGING AN ACCOUNT PLAN	60%
ACCOUNT PENETRATION BY CUSTOMER BASE EXPANSION	80%

Applicant: _____

Date: _____

Interviewer: _____