



Growth Resources

# Territory Relationship Systems Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	<b>Candidate Score</b>
IMAGE BUILDING	88%
PROMOTES CUSTOMER RELATIONS BY SOLICITING FEEDBACK	46%
NEW BUSINESS DEVELOPMENT	82%
MAXIMIZES RESULTS BY PUSHING FOR QUOTA ATTAINMENT IN DIRECT SALES	60%
SEEKS RECOGNITION AS A PROFESSIONAL	97%
ADAPTS APPROACH TO DIFFERENT BUYER MOTIVATIONS	36%

**Applicant:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Interviewer:** \_\_\_\_\_