



Growth Resources

Executive Sales Force Manager Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
TEACHING IN A STRUCTURED SETTING	
MAKES JOINT CALLS	
DIRECTS AND CONTROLS OTHERS IN A BUSINESS UNIT	
PROFIT CONSCIOUS IN A MANAGEMENT ROLE	
TAKES INITIATIVE IN A BUSINESS UNIT	
MAKES FORMAL PRESENTATIONS	
FOCUSED ON QUANTITATIVE RESULTS	
EMBRACES THE STRATEGIC VISION	
POLITICALLY ASTUTE	
PRACTICAL INTELLIGENCE	
ANALYTIC ABILITY	
TOTAL	

Applicant: _____
Date: _____
Interviewer: _____