



Growth Resources

## Indirect Sales Rep Profile Structured Interview Questionnaire

<i>Agreed-Upon Skills</i>	Candidate Score
RESPONDS AT ANY HOUR	
ACCOUNT PENETRATION BY CROSS SELLING	
MAKES FORMAL SALES PRESENTATIONS	
CLOSES THROUGH PERSONAL IDENTIFICATION WITH THE PRODUCT/SERVICE	
TEACHING IN A STRUCTURED SETTING	
MAKES JOINT CALLS	
DEVELOPS COMPREHENSIVE PRODUCT KNOWLEDGE TO BE A CREDIBLE RESOURCE	
TOTAL	

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