

Field Sales Representative _____ **Date:** _____

Questions	Notes	Score 1-5
Overall presence / appearance		
In your career, how many years have you met or exceeded plan?		
What percent of your sales come from new vs. existing accounts?		
What do you think is the most important part of the selling process?		
Describe your sales funnel process?		
How do you qualify a suspect?		
What are your top probing questions?		
What is your close rate for prospects taken beyond two contacts?		
If you were selling pencils, what might your first three questions be of a new suspect?		
What sales skill programs / books do you use / have you used?		
What separates you from other reps?		
What are your weaknesses?		
What were your hardest lessons learned in sales?		
How do you deal with rejection?		
How do you handle a new sales territory?		
What do you like most about selling?		
What do you like least about selling?		
What type of leadership do you like best? Worst? Why?		
What type of client do you find the most challenging?		
What type of client creates your greatest success?		
What are your career goals?		
Describe a typical sales week		
Describe your preferred sales presentation style / format and when you use it in the process?		
Describe your closing style		
Why do you want this job?		
What do you know about this industry?		
Screening Tools (Caliper Corp., etc.)		
References		
	Total	

