

Questions	Notes	Score 1-5
Overall presence / appearance		
Have you ever worked as an SDR?		
How many quality contacts do you typically make per week?		
In your sales career, how many years have you met or exceeded plan?		
What percent of your sales on average have come from new customer development vs. existing accounts?		
What do you think is the most important part of the selling process?		
Can you describe your sales funnel process?		
Please describe your weekly / monthly sales plan – activities and goals?		
Please talk to me about how you qualify suspects into prospects?		
What do you like about the prospecting process? What don't you like?		
What is the close rate for your prospects that are taken beyond two contacts?		
If you were selling pencils, what might your first three questions be of a new suspect?		
For your current company, please qualify me as a prospect.		
What separates you from other reps?		
What is your biggest weakness?		
Have you worked in selling team programs? What type? How effective?		
How would those that have worked around you describe your personal brand?		
What type of leadership do you like best? Worst? Why?		
What type of suspect do you find the most challenging?		
What type of suspects creates your greatest success?		
What are your 5-year and career goals?		
Why do you want this job?		
Screening tool summary		
References		
	Total	