

April 2012

## Sales Experience Questionnaire

Name: \_\_\_\_\_

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

1. Facilitator observations (dress, presence, disposition)
  
2. Share your professional history with me
  
3. Social/recreational interests
  
4. What is your definition/belief about sales?
  
5. What qualities enable you to succeed in a sales capacity?
  
6. What is the client's impression/experience with Synapse?
  
7. Who are your strongest competitors/why?
  
8. Tell me about your client mix and where they greatest growth opportunities are
  
9. Worst manager/best manager
  
10. What motivates you?
  
11. How would you create sales/growth opportunities?
  
12. How can you best contribute growth to Synapse?

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13. What is most challenging about your role now?
14. How do you prioritize/get enough of the right things done?
15. What are your greatest time/priority busters?
16. What goals would motivate you at Synapse and why?
17. What would be the greatest deterrent to you reaching your goals?
18. What do you need to learn that will have the greatest positive impact on goal achievement?
19. What else would you like me to know?
20. What can I tell you about me?