

# INTERVIEW QUESTIONS

## Field Trainer / Sales Manager

The following questions are pertinent to the job duties that will be expected. Ask and score the job candidates these question. Score a 5 for most favorable responses, 1 for least favorable response.

Question	Response	Score (Hiring Manager)
1. What is your sales management background?		
2. Describe a time you trained a salesperson?		
3. What is your cold calling experience? Any Door Knocking?		
4. Are you available M-F from 3-8pm and Saturdays 9am to 5pm to coordinate sales blitzes and train salespeople?		
5. In what previous position did you make the most money? How much?		
6. How many salespeople have you managed?		
7. Do you have a valid drivers license		
8. Make/model of vehicle		
9. 3 Best Things you liked about your last job?		
10. 3 Things you didn't like about your last job?		