



Sales Representative Application

Date of Application: _____

First Name _____

Last Name _____

Address
City, State, Zip _____

Phone No.: _____

Start Date Availability: _____

We will be contacting qualified applicants by phone. What is the best time to contact you?

_____ 8:30am – 11:30am

_____ 11:30am – 2:30pm

_____ 2:30pm – 5:30pm

Education

_____ High School

_____ Some College

_____ College Graduate

_____ Some Graduate School

_____ Advanced Degree

How many different primary employers have you worked for in the last five years?

- _____ 1
- _____ 2
- _____ 3
- _____ 4+

How many years out of the past five did you meet or exceed your sales goals?

- _____ 1 to 2
- _____ 3
- _____ 4
- _____ 5

If you missed your goal one or more years, what was the reason?

What was your total compensation (base, commission & bonuses) in your last full year in sales?

- _____ Up to \$60,000
- _____ \$60,000-\$80,000
- _____ \$80,000-\$125,000
- _____ \$125,000+

How much of your compensation was base? How much was commission?

What is the best approach you would use to sell yourself?

List the percentage of sales to new versus existing customers during your last two years of sales experience.

List the top 3 methods you have used to discover a new prospect and one of your most unconventional.

What criteria do you use to determine if a sales opportunity is real or not?

Where did you learn about this open position? (Indicate the website, job board, referring individual or newspaper.)

Hiring Manager Information

NOTES: _____

Status:

Incomplete Application _____
Not Qualified _____
Maybe _____
Qualified _____
Recommend for Interview _____

Tracking:

Emailed _____
Left Message _____
Phone Screened _____
Interviewed _____
Pending _____
Hired _____