

Ann Grogan Of Tampa Bay

In our efforts to better serve both you and our clients, please complete the following questionnaire. This will be presented to our clients along with your resume. Please be advised that we will be unable to submit you as a candidate until we receive this completed form. Completion and return of this form ASAP will expedite the interview process for both our candidates and clients.

*** PLEASE DO NOT PUT "SEE RESUME" AS A RESPONSE. ***

Contact Information:

- Name:
- Date:
- Work Phone #:
- Cell #:
- Home Phone#:
- Home email:
- Address:
- City and state of residence:
- Military:
- Dates of Service:
- Trade School or Certifications:
- College(s) attended:
- Overall GPA:
- Completed degree(s) received / type (AA/BA/BS):
- Did you pay for any portion of your education? (%)
- Scholarships?
- Major:
- Year of Graduation:
- Advanced Degree/ Year Graduated and GPA:
- Languages and Proficiency:

1. Are you currently employed?
2. What is the motivating factor in your search right now?
3. What is the product or service you currently sell?
4. Who/What is your call point? (Business to Business – please list verticals or contact points, i.e. Hospital – dedicated/ physician offices/ businesses, etc.) :
5. What is your current base salary?

<u>When was Last Raise?</u>	<u>How Much?</u>	<u>Next Raise expected?</u>
Bonus? (amount)		
Commission? (amount)		
6. What is your sales environment? (partner/ pod/ autonomous, etc.)?
7. What type of position are you seeking?
8. What is your ideal culture or type of company?
9. Describe briefly the benefit package with your current company (401K/ car/ profit sharing/ stock options/ educational reimbursements, etc).
10. What are you looking for in total compensation?

11. Willingness to relocate (if ever) and if so, what location(s)?
12. What qualities do you possess which would distinguish you from other candidates?(Please offer 5-6 sentences outlining what you feel you bring to the table for potential employers)
13. What type of sales do you perform? (Hunter/closer; hunter/farmer; relationship; account management; solutions sales, etc.)
14. What is your average sales cycle?
15. What is your average \$\$\$ sale?
16. What is your \$\$\$ quota and % of achievement?
17. What % of your sales is new business vs. existing account sales?
18. What is your territory?
19. List all significant career awards and accomplishments (please do not put “see resume”):
20. Are you able to provide documentation of your sales success (brag book)?
21. Reasons for all job changes (detailed – please start with first job from college):
22. What percentage of your current position involves overnight travel?
23. What percentage are you willing to travel overnight?
24. Do you have a valid Drivers License? Do you have any points /arrests/ convictions/felonies?
****** IT IS IMPERATIVE THAT YOU DISCLOSE IF YOU HAVE EVER IN YOUR DRIVING CAREER BEEN CHARGED WITH A DUI, OPEN CONTAINER OR HAD A SUSPENSION FOR ANY REASON AT ANY TIME and not just the last 7 or current years**
25. What companies are you/have you spoken/interviewed with in the last 30 days?
26. Have you been extended any offers?
27. Please list any community involvement, associations, etc.:
28. What are your extracurricular hobbies and interests?

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