

Applicant's Name _____ Date _____

Please complete the following questions:

1. Why are you interested in medical sales?

2. What do you know about medical sales?

3. Are you looking for employment in other industries?

Which industries?

4. What other companies are you interviewing with?

5. Why would you be a good RespiCare employee?

6. What do you know about sales?

7. What do you know about marketing?

8. Have you taken any sales classes?

9. Have you read any sales books?

Which ones?

What did you think about them?

10. What accomplishments have you made that have given you the most satisfaction?

11. How aggressive an individual do you consider yourself?

12. How do you determine or evaluate success?

13. What motivates you?

Medical Sales Representative Personality Traits

Circle all that apply to you:

Assertive

B.S.

Abrasive

Sensitive

Monotone

Vindictive

Sincere

Cooperative

Mannerless

Witty

Intimidated + -

Ego + -

Confident

Weak

Aggressive

Debonair

Dishonest

Rude

Deep

Appearance + -

Humble

Corny

Timid

Drive + -

Lay Back

Dull

Organized + -

Wimpy

Self Control

Cunning

Sloppy

Fake

Polite

Honest

Insecure

Sharp

Boring

Vivacious

Exciting

Shallow

Orderly

Tactless

Negative

Flaky

Self-centered

Enthusiastic