



Sales/Marketing Profile

Immediately Available

Date: _____

Perm

Temp

Contract to Hire or Perm

Position: _____ Minimum Annual Salary Required: _____

Associate: _____ Class: _____

At _____ Ap _____ Pr _____

This Section for Office Use Only

Last Name: _____ First Name: _____ MI: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone Nos.: Home _____ Cell _____

Work _____ Emergency _____

SSN: _____ - _____ - _____ E-mail Address: _____

Spouse's Name: _____ Place of Employment: _____ Title: _____

How long in the area? _____ How did you learn about us? _____

If presently employed, where? _____ Can we contact them for a reference? Yes No

Have you given notice? Yes No Are you willing to relocate? Yes No If yes, to where? _____

When are you available for interviews? (Please mark all that apply)

Days: Mon. Tues. Wed. Thurs. Fri. Times: All Day A.M. only Lunch P.M. only After 5:00 p.m.

Education

High School: _____ City/State: _____ Graduated? Yes No Degree _____

College: _____ City/State: _____ Yes No

Other: _____ City/State: _____ Yes No

Professional Designations/Licenses: _____

If fluent in foreign language(s), please list: _____

What is it about sales or marketing that stimulates you? _____

What is your interpretation of success? _____

How similar or different is your style of decision-making compared to your customers' style? _____

How do you typically relax or have fun? _____

Employment History (starting with most recent or present)

Company Name: _____ City/State: _____
Division of: _____ Company Products/Service: _____
Current Position/Title: _____ Original Position/Title: _____
How long in current position? _____ Employed from: _____ to: _____
Reason for Change: _____

Starting Salary: _____ Per Hour Per Year Last year W-2 income: \$ _____
Present salary or draw + Commission + Bonus + Car = Total Projected W-2 Income
\$ _____ + _____ + _____ + _____ = \$ _____
Territory: _____ % of travel/days per month: _____ Desired travel: _____

Type of Sales:
 Repeat accounts One time Telemarketing Group presentations
 Customer calls in Prospect One on One

Sell to:
 Distributor OEM Purchasing Agents Execs Consumer

Please list any special accomplishments (i.e., increasing company profit/productivity; money- or time-saving ideas)

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References

Please list one co-worker and two supervisor references

Co-worker Name: _____ Phone No.: _____
Company: _____ Position: _____
Supervisor Name: _____ Phone No.: _____
Company: _____ Position: _____
Supervisor Name: _____ Phone No.: _____
Company: _____ Position: _____

General Information

Are there any companies you do not want us to contact? (i.e., already interviewed with, do not want to work for, etc.)

Are you bondable? Yes No Do you have the legal right to work in the United States? Yes No
Have you ever been convicted of a felony or misdemeanor? Yes No If yes, when? _____ Disposition? _____
Do you currently have felony or misdemeanor charges pending or deferred? Yes No
If yes, please list the charge(s) and expected disposition. _____

Note: A conviction will not necessarily disqualify you for hire.

Disclosure Statement

I understand that an investigative consumer report may be obtained by you in order to enable you to evaluate me as a prospective employee. This investigative report may include information concerning my character, general reputation, personal characteristics, mode of living and financial responsibility and may be obtained through personal interviews with friends, neighbors and associates.
I further understand I have the right to make a written request to you to learn the complete nature and scope of this investigative consumer report. I hereby acknowledge that I have read this statement and hereby authorize you to obtain an investigative consumer report as described above.

Signature: _____ Date: _____

(OFFICE USE ONLY)

Realistic Expectations

**Criteria For
Selecting New Company**

Title _____

Current Benefit Package _____

Function _____

Size of Company _____

Industry Preference _____

Companies candidate would like to work for? _____

Commute Time/Location/Relocation _____

Biggest Motivator in Life _____

Least Acceptable Income _____

Candidate Strengths: _____

Areas of Needed Improvement: _____

Professional Responsibilities: Honest Decisive Immediate Feedback Who Do You Know?

Is it alright to submit resume without prior contact? Yes No

Referrals

Looking

Not Looking

1. _____

1. _____

2. _____

2. _____

3. _____

3. _____

Comments: _____

TEMPO

- Fast-paced
- Medium
- Laid-back

Outlook

- Eager
- Open to Change
- Unrealistic Criteria
- Highly Protective

Culture

- Small/Entrepreneurial
- Structured Fortune 500
- Sports/Team Contrib.
- Academic/Individual Contrib.