



Qualifying Sales Candidates: The 5-Minute Interview

Purpose: Quick assessment of a candidate’s ability to sell.

Directions: Follow the script exactly as written.

What to look for: Assertive and results oriented answers with request for quick follow up.

Interview Questions	Notes	Points 0-5
1. Hi _____, thanks for your interest in our current position. I expect this call today to last no more than 5 minutes.		
2. Today we need to determine what our mutual interests are. If they align, then we can go to the next step. Sound fair?		
3. Good, I would like to tell you that we are looking at other candidates as well.		
4. With that, when you spoke to _____ and/or read the Job Description; how do you think your experience and ambitions meet the criteria outlined?		
5. Please tell me how your selling experience relates to this opportunity.		
6. This role requires very strong hunting and closing skills. Is that you?		
7. How would I know that?		
8. Tell me about the results you created through your own efforts as they relate to new business sales.		
9. OK, that concludes my questions. If you don't get a call or an email then we won't be going any further. How does that sound?		
10. Thank you for taking the time to talk with me today.		

*****Critical:** If candidates allow prompt end of the interview without trying to sell themselves or asking for follow-up, they lose significant points.***