



Rate Your New Sales Candidate

Directions: On a scale from 0-5 (5 is highest), rate the sales candidate in each area.

Candidate Name _____ Date _____ Interviewer _____		
Area Observed	Rating (0-5)	Notes
Initial Self-Presentation		
Handshake		
Eye Contact		
Dress		
Appearance		
Confidence		
Comfort		
Interaction Skills		
Ability to hold a conversation		
Intelligence		
Rapport		
Sincerity		
Warmth		
Energy		
Animation		
Sense of humor		
Appropriateness		
Bonding		
Overall Experience		
Industry knowledge		
Experience		
Company Integration		
Fit with company culture		
Fit with company values		
Fit with company's clients and prospects		
Overall		
Gut Feel		
Total Score		