

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 _	Int	terviewer
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 pros	pects		
Overall			
Gut Feel			
Total	Score		

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