



Account Executive Questionnaire

Name _____

Date: _____

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Thank you for your interest in our Account Executive position. For further consideration, please answer the prescreen questions below. Once finished, send your completed questionnaire via email to: Info@microtacwater.com

1. Why are you seeking employment?

2. What prompted you to apply to this position?

3. How many years of experience do you have in sales?

4. What is your experience making telephone and/or physical cold calls?

5. Please describe your experience identifying and qualifying leads?

6. Please indicate the nature of your sales experience. B2B?



7. Do you have outside sales experience? If so, please provide a few examples.

8. How many rejections do you take in a typical week?

9. What are your minimum total salary (base+commission) expectations?

10. What percentage of your total income do you expect to earn from commissions and bonuses?

11. If selected, what is your availability to interview in the next 10 days?

12. If selected, when would you be able to begin employment?

13. Please offer any additional information that you feel is important for us to know about you.