

## INTERNET PRESCREENING QUESTIONS - OUTSIDE SALES REPRESENTATIVE

Please answer the following prescreening questions to give us a better understanding of your skills relative to this position.  
Highlight or otherwise denote your answers and email this form back to [hr@adpmediagroup.com](mailto:hr@adpmediagroup.com). Thank you!

1. How many years experience do you have as an Outside Sales Representative?  
 Less than 1       1-2       3-5       6-9       10+
2. Have you worked in the graphic/printing industry?     Yes     No
3. What industry did you get your sales experience from?
4. What products did you sell?
5. Do you prefer to work in a face paced environment?     Yes     No     Doesn't matter / Indifferent
6. Have you done cold calling?     Yes     No
7. Can you work unexpected overtime if need be?     Yes     No
8. Please rate your preference of travel.  
 1 - 10%       11 - 25%       25 - 50%       51 - 75%       76 - 100%
9. What computer programs are you familiar with?
10. Do you have experience in negotiating the pricing of deals?     Yes     No
11. What is the one thing you possess that makes you a great salesperson? Why?
12. Do you have a valid driver's license from your state of residence?     Yes     No
13. Have you ever been convicted of a crime?     Yes     No  
If yes, please describe when the conviction occurred, the facts and circumstances, and any facts pertaining to the rehabilitation.  
Do not list any criminal charges where records have been expunged. A criminal offense will not necessarily bar from employment.
14. What are you salary expectations? (Base + Commission/Bonuses)
15. Please indicate the time(s) and day(s) you are available to speak with regarding your application?
16. Please offer any additional information that you feel is important for a potential employer to know about you.