

Management Tools/Business Plan Interview

Date _____

Coach _____ Salesperson _____

Why did you select a career with Acme?

What are your goals for the upcoming year?

What are your career goals with Acme?

What are some of your goals outside of work?

What are your strengths and weaknesses as a salesperson?

How do you want to improve your skills and abilities this year?

What is your strategy for new business development this year?

What is your strategy for developing business with existing clients this year?

Walk me through a typical day, week, and month of sales activity for you?

What are the biggest challenges you face in growing your business?

How do you like to be coached?

What expectations do you have for me as your coach?

Describe for me how you would like to be trained and followed up with?

How do you learn best? By doing? Listening? Reading? Watching? Experiencing?

What is the best way to give you feedback?
