



WWW.DIAMONDBUSINESS.NET

Date: _____

Initial Applicant Information

Full Name: _____
First Last M.I.

Address: _____
Street Address Apartment/Unit #

City State ZIP Code

Phone: () _____ E-mail Address: _____

Desired Salary: \$ _____

Previous Job Salary \$ _____

Education

High School _____ City: _____

Did you graduate? YES NO What Year _____

College: _____ City _____

From: _____ To: _____ Did you graduate? YES NO Degree/ or Hours _____

Please Answer The Following

Explain your previous work experience in sales. _____

What markets if any did you sale into. _____

Did you demo equipment or software ? _____

How often did you interact directly with vendors ? _____

Are you comfortable asking for the sale - closing the deal? _____

Are you more pressure sales or relationship selling? _____

Are you comfortable making cold sales calls in person ? Explain _____

What Motivates You to Sell? _____

How do you handle negative customer reactions? _____

How would you describe your perfect work environment?

Describe how you have leveraged your creativity to be successful in winning new customers. _____

Do you prefer to have leads given to you or do you like develop your own leads? _____

Describe your past 2 managers. What did you like or dislike about them?

What kind of sales environment do you thrive in? Why?

Can you describe your work style_____

What is your greatest professional strength_____

What is your greatest professional weakness_____

Where do you see yourself in five years_____

How well do you multi-task_____

How do you rate your people skills_____

How well do you feel you deal with stress_____

How well can you work independently_____

How well do you work with a team_____

What motivates you in a job_____

What stresses you in a job_____

What do you expect from a potential employer_____

Do you have Health Insurance - please explain _____

Are you able to lift 30 pounds without issue _____

Legal Considerations

Many of our clients are in the Education or Government sector. This is the reason for the following questions.

Have you been convicted of a felony NO _____ YES _____ Explain in detail _____

Is there any known issue that would prevent you from calling on a School or other Government office? _____

Is there any potential reason any payroll would be imposed a stipen? _____

Vehicle and Travel

Do you have current car insurance? _____ Is your vehicle in good working order? _____

This position may require time of out of town training, do you have issue with this? _____

Health Notice

While we are not allowed to ask health related questions at the time of interview, if a position is offered DBS may require a health physical in order to complete a pre-employment screening. All employees are subject to a random drug screening if there these is deemed a need or concern.

Military Service If Any

Branch: _____ From: _____ To: _____

Rank upon leaving: _____

Disclaimer and Signature

I certify that my answers are true and complete to the best of my knowledge.

If this application leads to employment, I understand that false or misleading information in my application or interview may result in my release. I also understand I will possibly be asked to sign a Non-Disclosure and/or Non-Compete agreement.

Several of our clients deal in secure information and I will submit to security training pertaining to their needs and requirements.

We are a family owned business and do our best to operate as a family like entity.

Signature: _____