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## Employment Application

### Technical Sales

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: \_\_\_\_\_

**RETURN THIS APPLICATION TO : AR@DIAMONDBUSINESS.NET  
WE WILL REACH OUT UPON REVIEW.**