



JOB APPLICATION FORM – Area Sales Manager

	PERSONAL DETAILS
NAME	
ADDRESS	
PHONE NOS INCLUDE MOBILE	
	QUALIFICATIONS
GIVE DETAILS OF EDUCATION	
GIVE DETAILS OF ANY THIRD LEVEL QUALIFICAITONS	
GIVE DETAILS OF ANY PART-TIME – EVENING COURSES UNDERTAKEN AND RESULTS	
	COMPUTER LITERACY
GIVE DETAILS OF COMPUTER SOFTWARE YOU ARE FAMILIAR WITH	
HAVE YOU EXPERIENCE OF USING ANY DATABASE PACKAGES	
	SALES PLANNING / FORECASTING
GIVE DETAILS OF WHAT EXPERIENCE YOU HAVE IN JOURNEY PLANNING	
WHAT EXPERIENCE HAVE YOU HAD WITH REGARD TO TELESALES	
HAVE YOU BEEN INVOLVED IN SETTING TARGETS FOR CUSTOMERS, BOTH IN TERMS OF QUANTITY AND PROFIT	

ARE YOU FAMILIAR WITH A GROSS PROFIT ANALYSIS SYSTEM FOR SALES TARGETS	
WHAT WAS YOUR GREATEST BUSINESS RELATED ACHIEVEMENT TO DATE	
WHAT DO YOU BELIEVE ARE THE KEY FACTORS IN RUNNING A SUCCESSFUL SALES TERRITORY	
WHAT EXPERIENCE DO YOU HAVE IN FORMULATING BUDGETS – TARGETS FOR THE SALES DEPARTMENT	
WHAT LEVEL OF REPORTING HAVE YOU HAD TO COMPLETE IN PREVIOUS POSITIONS	
	TERRITORY EXPERIENCE
Are you comfortable spending time away from home	
WHAT TERRITORIES HAVE YOU COVERED IN PREVIOUS POSITIONS	
GIVE DETAILS OF THE TYPE OF CUSTOMERS YOU HAVE BEEN CALLING ON	
Tell us briefly what you would bring to our Company and how it could benefit us	
	WORK EXPERIENCE
	PLEASE FILL OUT FOR YOUR LAST THREE POSITIONS
	POSITION 1 POSITION 2 POSITION 3
COMPANY NAME	
POSITION HELD	
REPORTING TO (NAME/POSITION)	
YEARLY REMUNERATION PACKAGE	
REASON FOR LEAVING	

IF YOU WERE OFFERED A POSITION WHAT ARE YOUR REMUNERATION EXPECTATIONS	Salary Bonus/Commission Other
PLEASE LIST THREE REFERENCES, TWO OF WHICH MUST BE WORK RELATED, STATING WHAT THE RELATIONSHIP IS AND INCLUDE A PHONE NUMBER	REFERENCES 1. 2. 3.
TELL US WHAT OUTSIDE HOBBIES – INTERESTS YOU HAVE, Past achievements WOULD YOU REGARD YOURSELF AS: (PLEASE TICK)	OUTSIDE INTERESTS TEAM PLAYER TEAM LEADER INDEPENDENT OPERATOR
ANY HEALTH ISSUES YOU WOULD LIKE US TO BE AWARE OF DO YOU SMOKE DO YOU HAVE A CLEAN DRIVERS LICENCE	ANY OTHER RELEVANT INFORMATION WHICH YOU WOULD LIKE TO TELL US

SIGNED: _____ DATE: _____

Note: Please also enclose a recent C.V. if you have not already supplied and return both to the Managing Director, Sturdy Products Limited, Blessington, Co. Wicklow, Ireland. Or email return please.