



PROFESSIONAL SALES ORGANIZATION

Speed Sell Fox Sales Challenge

Prepare a 90 second elevator pitch to representatives from your assigned companies. Your pitch should introduce yourself, your major and graduation date. Touch on what you have learned about the company that is of interest to you. Highlight what skills or knowledge you have that brings value to the company and why you should be hired. Come prepared with a resume or business card to hand to the company representatives.

SCORE: _____

Salesperson: _____

Judge: _____

Each item is scored on a 0-10 scale with 10 being the best possible score and 0 being the absence of the skill or behavior.

20% Content:

- _____ Clearly demonstrated knowledge of the company its products
- _____ Identified at least one key quality, skill or experience sought in a new sales hire

30% Pitch:

- _____ Mentions company mission or branding
- _____ Acknowledges company product or product category
- _____ Identifies critical characteristics of a new sales hire
- _____ Creatively linked the content related to the company and it's products to skills, knowledge and/or experience of the candidate
- _____ Included a "call to action" to proceed to the next step in the hiring process

40% Delivery

- _____ A strong professional impact resulting in accepting the call to action
- _____ Appropriate eye contact, lack of distracting body movements
- _____ Words clearly spoken
- _____ Demonstrated strength and confidence
- _____ No filler words

Comments:



**FOX
SALES
CHALLENGE**