



FOX SALES CHALLENGE

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.

30% **Content:**

- _____ Clearly demonstrated knowledge of the company and the company's vision
- _____ Identified key qualities, skills or experiences sought in a new sales hire

30% **Pitch:**

- _____ Mentions company mission or branding
- _____ Acknowledges company product or product industry
- _____ 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

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:
