



VC Ultimate Inc.
Sales Position Questionnaire

1. Describe some of your past sales experience. How did you contact or initiate communications with customers? What was the working environment like?
2. The success of VC's order system relies on following a system and triple checking all order aspects. Do you consider yourself well organized and detailed oriented? Explain.
3. Do you feel as though it is your objective to sell the company or the product when target marketing a customer directly?
4. Describe a situation when you have had an unhappy customer. How do you handle negative feedback? How do you respond to him/her?
5. Explain with an example, how would you handle a situation where a customer is asking for something, which is not in the interest of the company or which would violate a policy of the company?
6. Have you ever felt, during course of your work, that the existing systems and solutions are not sufficient to meet the needs of customers properly and/or that they need to be changed? If so, what steps did you take to change things?
7. VC is a small company and a busy work environment, which means that we all pitch in and do tedious tasks like counting and sorting shirts on a regular basis. It's important that everyone is proactively willing to pitch in. Describe a situation where you have been faced with this kind of situation at work, and how you handled it.
8. Do you speak French or any other languages?
9. What are your salary expectations?

Feel free to include any information about your general interests, and why you think you would be a good addition to the VC team.

Technical considerations: Should have a good basic knowledge of Excel, QuickBooks and basic skills in Adobe Illustrator. All programs can be provided so that tutorials can be viewed/practiced (tasks required can be learned quite quickly)

Please include your resume with your completed questionnaire, and contact Adriana Withers at Adriana@vcultimate.com with any questions. Thank you for your time!