



Lordstone Litmus Test Tool – VP of Sales

Experience	Examples/Evidence	Score (1-5)
Has successfully developed “best practice” sales processes within an online information content provider. These processes have resulted in a significant increase in team sales.		
They have managed the output of their sales team by consistently maintaining a high number of prospects within the sales process. (50-100+ prospects in a \$2-10K price range)		
Has attracted, trained, developed and mentored teams of salespeople who have achieved remarkable results despite having a limited budget.		
Have made multiple presentations or given demonstrations to groups upwards of 100 before where the feedback received upon completion was phenomenal.		

Career Chronology:

Career Objectives :

Education: Compensation:

Level of Interest (1-5) Overall Score