

# Sales Representative Reference Check Form

## Candidate Information

Candidate Name

Position Applied For

Date

## Reference Information

Reference Name

Relationship to Candidate

Company

Contact Information

How long have you known the candidate?

## Performance Evaluation

How would you rate the candidate's sales achievement and ability to meet targets?

How would you describe the candidate's relationship with customers?

How would you describe the candidate's communication and interpersonal skills?

How does the candidate perform as part of a team?

What are the candidate's key strengths?

What areas of improvement have you observed?

How reliable and dependable is the candidate?

Would you consider the candidate trustworthy?

## Additional Comments

## Reference Signature

Name

Date