

**Directions:** Please answer questions 11 through 16 using an Essay Format. You may use as much space as needed. Please return your answers in a PDF file format.

**[ YOUR NAME ] Inside Sales Questions PDF**

1. If a volume of natural gas is compressed, what will be the effect on its temperature?

- No effect
- A temperature increase
- A temperature decrease

2. How would you convert a standard 4-20mA instrument signal to a 1-5 Volt signal?

- 250 ohm resistor
- PNP transistor
- Diode
- 100 microfarad capacitor

3. A P&ID is used to convey?

- The physical size of a piece of equipment.
- Software data flows in a computer.
- The interconnection of process equipment and instrumentation.
- A 3 Dimensional model of a worksite.

4. \_\_\_\_\_ is described as the mass, or weight, of a substance per unit of volume.

- Condensate
- Viscosity
- Ordinate
- Density

5. What is the continuous sequence of steps, or operating cycle, performed by a PLC processor is known as?

- Updating
- Rectifying
- Scanning
- Polling

6. Which of the following flow meter types **does not** operate on the principle of differential pressure developed across a flow restriction?

- Pilot tube
- Cone Meter
- Coriolis Meter
- Venturi

7. Do you have any "call center" or 'helpdesk' type experience?

- None
- Less than 1 yr.
- 1 - 2 yrs.
- 3 - 5 yrs.
- 6+ yrs.

8. How many years of experience do you have achieving TECHNICAL sales using a combination of phone calls and email?

- Less than 1 yr.
- 1 - 2 yrs.
- 3 - 5 yrs.
- 6+ yrs.

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9. How many years of experience do you have documenting phone calls and emails in a CRM type software?

Less than 1 yr.

1 - 2 yrs.

3 - 5 yrs.

6+ yrs.

10. How many years of experience do you have corresponding with customers and resellers by email?

Less than 1 yr.

1 - 2 yrs.

3 - 5 yrs.

6+ yrs.

11. Why do you want to work in sales?

12. Do you follow a sales methodology? Please describe.

13. What do you say when the customer says "send me some information"?

14. What kind of sales environment do you thrive in? Why?

15. Which phase of the sales process do you like most? Which one the least? Why?

16. What are your salary requirements?