

Directions: Please answer questions 1 through 6 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 Supervisor Questions PDF

1. Describe your experience of managing a team of sales personnel.
 2. Do you follow a sales methodology? Please describe.
 3. What do you say when the customer says "send me some information"?
 4. Please describe the area of sales where you believe your expertise and key skills lay?
 5. Why are you applying for this position at OMNI?
 6. What are your salary requirements?
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7. If a volume of natural gas is compressed, what will be the effect on its temperature?

No effect

A temperature increase

A temperature decrease

8. 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

9. 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.

10. _____ is described as the mass, or weight, of a substance per unit of volume.

Condensate

Viscosity

Ordinate

Density

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

Updating

Rectifying

Scanning

Polling

12. 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

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

None

Less than 1 yr.

1 - 2 yrs.

3 - 5 yrs.

6+ yrs.

14. 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.

15. 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.

16. 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.