

Medical Sales Interview Scorecard

Candidate & Role Information

Company: _____
Role: _____
Territory: _____
Interviewer: _____
Candidate: _____
Date: _____

Evaluation Areas (Score 1–5)

Category	Score (1–5)	Notes
Territory & Market Understanding		
Selling Environment (Device/Pharma/VAC)		
Quota & Performance History		
Deal Story Quality		
Coachability & Ramp Readiness		

Overall Recommendation

■ Strong Hire ■ Hire with Reservations ■ Do Not Proceed

Summary Notes: _____