

# 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: \_\_\_\_\_