



ROPELLA® SKILL SURVEY



POSITION **GLOBAL SALES MANAGER,
CATALYTICS**

NAME

DATE

1. Provide an overview of your expertise, including years of experience in a commercial role related to the downstream petrochemical industry. Which products/technologies are you most familiar with selling? Please highlight any experience you may have selling into refinery biodiesel, steam methane reforming and/or gas-to-liquid industries.
2. Share your technical experience and understanding of material science/chemistry concepts related to the the industry. How have you acquired this knowledge (e.g. university, spent time in product development/on the bench, etc.)?
3. Outline and quantify the growth results you achieved in each of your positions, including your current role. What do you feel has been the key factor in your success?
4. Share an example that demonstrates your ability to drive sales growth through identifying business opportunities, developing effective strategies, building relationships and ultimately closing sales. Please be as specific as possible.
5. Describe your experience and comfort level leading and/or collaborating with international teams. Outline the global regions where you have significant experience and/or have experienced the most success.
6. If asked one of the following questions during an interview, how would you answer? Why are you considering this opportunity? (or) What's motivated you to consider a career change at this time?
7. What is your comfort level with travel? Do you have a maximum % level of travel or # of days/week away from home that you could sustain?
8. Tell us about any non-compete and/or employer restrictions that you may have. Please provide these documents for our review.

RELOCATION ACKNOWLEDGEMENT

As evidenced by my initials below, I _____ acknowledge the requirement to relocate for the specific opportunity with Saint Gobain NorPro and am willing to do so if hired. I fully understand that this acknowledgment is a requirement for the interview process and states that I have already spoken with any necessary parties (i.e. spouse, significant other, children, parents, etc.) who may directly be impacted by my final decision to relocate.

Initials: _____