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| **Candidate Name:** |  | **Email:** |
| **Address:** |  | **Telephone:** |
| **Current Role (position and company):** |  | |
| **Length of Service:** |  | |
| **Previous Role (position and company):** |  | |
| **Length of Service:** |  | |
| **Previous Role (position and company):** |  | |
| **Length of Service:** |  | |
| **What is your preferred geographical region to do business in** | **NE/NW/Yorks & Humber/SE/SW/East Midlands/National** | |

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| 1. **Your current Role and previous roles** |
| *What have been your biggest achievements in your current role? What were your biggest achievements in your previous 2 roles? (3 achievements per role)* | |
| Role 1  Role 2  Role 3 | |

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| 1. **Your career industry experience** |
| *Prioritise the market sectors which you have the greatest experience in numbered from 1-5 with 1 being the most experience and 5 being the least. You do not need to fill in all 5, only fill in the boxes where you have direct experience.* | |
| **Sector**   |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Extrusions |  | Fabrication |  | Glass |  | Hardware |  | Other |  | *If other please specify below:* |   **Materials**   |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | | PVC-u |  | Aluminium |  | Timber |  | Composite Materials |  |  |  |  |  |  | | --- | --- | --- | --- | | Other |  | *If Other please specify* |  | | |

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| 1. **Career business dealings and relationships experience** |
| *What level of people do you have direct experience of working with?* | |
| |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | | Managing Director |  | Sales Director |  | Technical Director |  | Factory Manager |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | Shop-floor Personnel |  | Construction Manager |  | Site Supervisors |  | | |

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| 1. **Career business scale experience** |
| *What business size do you have experience of working with in terms of individual customers – all figures are per annum.* | |
| |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | £100k pa |  | £250k pa |  | £500k pa |  | £1 million pa |  | £2 million pa |  | | |

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| 1. **Career business scale experience** |
| *If you are a contracts manager, what size of individual contracts have you managed upto?* | |
| |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Up to £10k pa |  | Up to £25k pa |  | Up to £100k pa |  | Up to £250k pa |  | Up to £1 million pa |  | | |

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| 1. **Financial understanding** |
| *Do you have an understanding of the following?: (Please tick boxes that apply)* | |
| |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Sales Revenues |  | Costs |  | Gross Margin |  | Contribution |  | Profit |  | P&L Accounts |  |  |  |  |  |  | | --- | --- | --- | --- | | Balance Sheets |  | Cashflow |  | | |

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| 1. **Your industry education and qualifications** |
| *What products do you know well technically, or even have a recognised professional qualification in?* | |
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| 1. **Your personal effectiveness** |
| *What best describes your personal strenghts within the business environment? Please put them in order from 1-5 with 1 being your greatest strenght and 5 being the area where you are the least strong* | |
| |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | Working as part of a team |  | Working by Myself |  | Working to a Process |  |  |  |  |  |  | | --- | --- | --- | --- | | Getting details right |  | Completion of tasks |  | | |

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| 1. **Your communicating style** |
| *How do you prefer to communicate? Please put them in order from 1-3 with 1 being your most preferred method or the one you are most comfortable with, and 3 being your least preferred or the one you are least comfortable with.* | |
| **Part 1**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | Face to Face |  | Email/Text |  | Telephone |  |   **Part 2**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | One to One |  | To Small Numbers |  | Too a Large Group |  |   **Part 3** (Please tick those which apply*)*   |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Can you use email |  | Can you use Word |  | Can you use Excel |  | Other |  | *If Other please specify* |  |   **Part 4** *(Please tick those which apply)*   |  |  |  |  | | --- | --- | --- | --- | | Can you use Blackberry/iPhone |  | Can you use iPad |  | | |

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| 1. **The business role you most identify with…** |
| *Please mark IN ORDER from 1-10 the roles you would be best at based upon your experience with 1 being the role you would be best suited to and 10 being the role you would be least suited to. Please tick only the boxes where you have direct experience of the role.* | |
| |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Sales |  | Marketing |  | IT |  | HR |  | Finance |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Operations |  | Production |  | Technical |  | R&D |  | The CEO |  | | |

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| 1. **What motivates you in business?** |
| *Anything… name it..there are no right or wrong answers* | |
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| 1. **Are you reactive or proactive?** |
| *Be honest - there's no right or wrong answer…* | |
| |  |  |  |  | | --- | --- | --- | --- | | Reactive |  | Proactive |  | | |

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| 1. **About you** |
| *Choose 5 of the following words which would best describe you by placing a tick in the boxes next to the word. It is important to be honest, there are no right or wrong answers* | |
| |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Innovative |  | Process Driven |  | Management |  | Individual |  | Prefer clear direction from Line Management |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Self Motivated |  | Leader |  | Follower |  | Prefer Structure |  | More focused on results than process |  | | |

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| 1. **Where did you hear about Chase Taylor?** |
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