

Energy Solutions Partner Profile



If you are interested in our organization please complete this profile and fax, or download and email it as an attachment, at your earliest opportunity. It will help us learn more about your capabilities.

Email: angela.suntrup@indoff.com

Fax to: (314) 558-9279

CONTACT INFORMATION:					
Name:			Home Phone:		
Address:			Cell Phone:		
City:			Work Phone:		
State:		Zip:	Home E-mail:		
EMPLOYMENT HISTORY:					
Number of years in the Industry: _____		Do you currently have a non-compete:		Yes	No
Present Employer:			No. of years:		
Former Employer:			No. of years:		
Former Employer:			No. of years:		
If you join Indoff, what % of your sales would you retain?		100%	80 %	60%	40%
What would be your first year's estimated sales volume with Indoff? \$					
What would be your first year's estimated total gross profit with Indoff? \$					
SALES VOLUME HISTORY:					
Year		Total Sales Volume		Total Gross Profit	
Current Year (year-to-date):					
Last Year:					
Two Years Prior:					
Three Years Prior:					
Do records exist to support your sales history? Yes No					
Commission Reports		Sales Reports	Usage Reports	A/R Aging Reports	Other
COMPENSATION AND BENEFITS					
Does your current employer offer:		Yes	No	Yes	No
Health Insurance:				Salary:	Amt. (Yr.):
Disability/ Life Insurance:				Commission:	Rate (%):
401(K):				Draw:	Rate (%):
% match by employer:		%	Automobile:		

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St. Louis, MO 63146

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CUSTOMER REFERENCES:					
1.	Company Name:		2.	Company Name:	
	Contact Name:			Contact Name:	
	City:	State:		City:	State:
	Phone:			Phone:	
	Product Sold:			Product Sold:	
VENDOR REFERENCES:					
1.	Company Name:		2.	Company Name:	
	Contact Name:			Contact Name:	
	City:	State:		City:	State:
	Phone:			Phone:	
	Product Sold:			Product Sold:	
Were you referred by an Indoff Partner? Yes No Name: _____					
Please list the major manufacturers you sell:					
How do you handle installation work? In- House Outsource Self					
Do you use software for Energy Audits? Yes No Describe: _____					
How are photometric drawings prepared? In- House Outsource Self					
Indoff is a commission only position, are you financially able to make this move?			Yes	No	
Because Indoff is commission only, what do you anticipate selling in your 1 st 90 days? _____					
What is your anticipated start date?					
Other comments regarding your interest or reason for making a change?					
Commission Cut		Ability to run my own business	Technology		
Territory Cut		Not financially stable company	Freedom		
Not part of the family		Other:			

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