

Interview Recruiting Script

-Canvasser_

Hello (Candidate Name), this is (Your Name), I'm the Hiring Manager at Sustainable Solar, how are you? I was calling because I know you applied for the (Canvasser) position with us, is that correct?

Ok, perfect, what interested you most about this position? (Let them speak and let them sell you on why they would work for us and in this position, also ask them a few questions about they're resume and see how they could be a good fit to work with us.)

Try to gage that the applicant can:

- Speak fluent English
- is teachable, coachable, trainable
- can sell you something over the phone
- humble spirit

(Explain briefly what the position they are applying for entails:

-Canvasser: Going Door to Door to speak to homeowners during a solar install to schedule appointments with consultants. Posting road signs and banners around the install.

Are you willing to use your own mobile device to make calls? Do you have a computer/laptop and Wi-Fi?

You don't have to mention this but if they ask, you can let them know.

Commission: \$25 per appt set, \$75 per appt sat, \$400 per deal closed.

We are currently looking to fill this role now, does this position sound like something you would be seriously interested in? Ok great, well we want to invite you to an interview with our HR Director Mr. Alaka to see if you would be a good fit for us. Do you have a pen and paper to write down some information? Ok, we will be holding interviews this/next week Wednesday at

New Jersey

10am/10:30am/11am/11:30am

190 West 54th street Bayonne, NJ 07002 2nd floor Conf Room

New York

2pm/2:30pm/3pm/3:30pm

34-18 Northern Blvd Long Island City NY, 11101

Please be dressed in business attire, have at least 3 copies of your resume and please be on time. Be sure to reach Mr. Alaka at 347-417-1579 once you arrive. What's your best email contact to send you a confirmation email? We look forward to seeing you there and good luck on your interview with us!