



Management Business Planning Exercise

This part of the Manager Application Process will be designed to have each applicant create a Business Plan to be reviewed by the hiring panel at the time of interview. Please follow the instructions below depending if you are an Internal or External candidate.

Thank you for your interest in the Outbound Excellence Management Team

Internal Candidates:

Please identify areas that present the largest challenges in the Sales Organization. (i.e. transition of accounts, turnover, etc.) After identifying these challenges, please identify solutions that as a Sales Manager you would implement, along with the desired result that you would hope to achieve. Please limit your "Plan" to 5 pages (including any charts or appendix materials)

External Candidates:

Please submit a plan that includes areas that you would hope to have the greatest impact. Please site examples of areas that you have impacted in the past and how you would hope to drive those ideas successfully at Insight. Please limit your "Plan" to 5 pages (including any charts or appendix materials)