

## Application for Sales Employment

**An Equal Opportunity Employer:** **The Dodge Company** (*the “Company”*) is an equal opportunity employer. All qualified applicants will be considered without regard to age, race, color, sex, religion/creed, national origin, marital status, ancestry, citizenship, veteran status, pregnancy, sexual orientation or preference, physical or mental disability, genetic predisposition or carrier status, or any other category protected under applicable federal or state law.



**EDUCATION**

	<i>Name &amp; Location</i>	<i>Number of Years Attended</i>	<i>Major/Subjects</i>	<i>Did you Graduate?</i>	<i>Degree Received</i>
High School	_____	_____	_____	Yes No	_____
College	_____	_____	_____	Yes No	_____
Other	_____	_____	_____	Yes No	_____
Other	_____	_____	_____	Yes No	_____

Please describe any honors you received and extracurricular activities you would like the Company to consider. *You may exclude the organizations name or character of which indicate members' race, sex, religion, national origin, age, sexual orientation or any other category protected by applicable state or federal law.*

\_\_\_\_\_

\_\_\_\_\_

Are you planning to pursue other studies?                      Yes                      No

If so, where and what course of study? \_\_\_\_\_

**CHARTERS, CERTIFICATES, LICENSES**

<i>Description</i>	<i>State of Authorizing Agency</i>	<i>Certificate, License, or Degree</i>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**SELF-ASSESSMENT**

What do you think are your greatest strengths as a salesperson?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

For you personally, what do you think would be the most difficult part of being a salesperson?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What else could you tell us which might enable us to make a more accurate assessment of your qualifications to work for our Company?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What specific kinds of selling experience have you had, if any?

Calling on the trade

Specialty (intangibles)

Technical

Retail (over the counter)

Delivery or route

“Big Ticket”

Missionary

Specialty (tangibles)

Other \_\_\_\_\_

For each of the above which you have selected, please list the firm, lines sold, and amount of experience.

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### EMPLOYMENT HISTORY

*Please give accurate, complete employment data, including part-time employment. Start with your present or most recent employer. You may include any verified work performed on a volunteer basis, licensing certifications, and/or specialized training. If applicable, include relevant military experience. In addition to answering these questions, please feel free to attach your resume, but not in place of completing the required information.*

○ Present or Last Employer: \_\_\_\_\_ Telephone: \_\_\_\_\_

May the Company contact your current employer?      Yes      No

Address: \_\_\_\_\_ Supervisor: \_\_\_\_\_

Specific Duties: \_\_\_\_\_

Reason for Leaving: \_\_\_\_\_

Employed from: \_\_\_\_\_ to \_\_\_\_\_  
*Month / Year                      Month / Year*

○ Previous Employer: \_\_\_\_\_ Telephone: \_\_\_\_\_

May the Company contact this employer?      Yes      No

Address: \_\_\_\_\_ Supervisor: \_\_\_\_\_

Specific Duties: \_\_\_\_\_

Reason for Leaving: \_\_\_\_\_

Employed from: \_\_\_\_\_ to \_\_\_\_\_  
*Month / Year                      Month / Year*

○ Previous Employer: \_\_\_\_\_ Telephone: \_\_\_\_\_

May the Company contact this employer?      Yes      No

Address: \_\_\_\_\_ Supervisor: \_\_\_\_\_

Specific Duties: \_\_\_\_\_

Reason for Leaving: \_\_\_\_\_

Employed from: \_\_\_\_\_ to \_\_\_\_\_  
*Month / Year                      Month / Year*

## PERSONAL REFERENCES

List people (not relatives or former employees), who have personal knowledge of your character, experience, and capability.

	<i>Name</i>	<i>Address</i>	<i>Tel No.</i>	<i>Relationship</i>
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____

## RELOCATION

Would you be interested in moving from your present hometown in order to cover a sales territory?      Yes      No

If yes, how far away would you be willing to relocate? (List states or area you'd be willing to move to): \_\_\_\_\_

## MILITARY SERVICE

Have you ever served in the Armed Forces?      Yes      No      Branch and Rank Attained: \_\_\_\_\_

Did your military experience impart skills and experience pertinent to the position for which you are applying?      Yes      No

## PLEASE READ CAREFULLY BEFORE SIGNING

I certify that the above information is true, complete, and correct to the best of my knowledge. I represent that I have withheld nothing which, if disclosed, would affect this application unfavorably. I understand that any false statement, misrepresentation, or omission made by me on my application, resume, or any other materials I have submitted, or during my interviews, can result in denial of employment, or, if I am already employed when such false statement, misrepresentation, or omission is discovered, immediate termination of my employment.

I authorize the Company to inquire into my educational, professional, and past employment history references as needed to research my qualifications for this position. I hereby give my consent to any former employer, educational institution, or individual listed as a reference in this application to provide information about me to the Company, and I agree to hold the Company and any such former employer, educational institution, or individual harmless from any claims made by me on the basis of providing such information. I further agree that the Company and any such former employer, educational institution, or individual shall not be held liable in any respect if a job offer is not extended or is withdrawn by the Company, or if my employment is terminated due to information provided in response to this application.

I understand that the Immigration Reform and Control Act of 1986 requires that, if hired, I must furnish appropriate documentation to the Company establishing my identity and employment eligibility. If offered a position by the Company, I agree to provide the Company documents which verify my identity and right to work in the United States within seventy-two (72) hours of commencing employment as a condition of my employment. If offered a position, I understand that as a condition of employment I will undergo a drug test and background check at the expense of the Company.

I understand that employment at the Dodge Company is terminable "at will," which means that the employment relationship can be terminated by either me or the Company at any time and for any reason not prohibited by law. I understand that nothing in this employment application, the granting of an interview for employment, any offer of employment, nor any personnel manuals or forms used by the Company create an employment contract between myself and the Company. I further understand that no supervisor, manager or representative of the Company other than a member of the Executive Committee has any authority to enter into any agreement for employment for any specified period of time.

In the event of my employment with the Company, I agree to comply with all Company rules and regulations. I further understand that I may be required to sign a confidentiality, business ethics and/or non-competition agreement in connection with any employment with the Company.

I hereby acknowledge that I have read and agree to the above statements.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_