



Pre-Screening Questionnaire & Assignment Tesla Advisor, Israel

Thank you for your interest in joining Tesla as a Tesla Advisor.

We have reviewed your application and believe you could be a potential fit for this role. As the next step in the recruitment process, we kindly ask that you fill out the questions outlined below.

Please submit the questionnaire within 48 hours and a member of the recruiting team will be in touch once we receive your response.

Thank you so much and we wish you the best of luck in your application process!

Tesla Recruiting Team EMEA

1. Please enter your full name *

Anna Sagarda

2. First of all why would you like to work for us as a Tesla Advisor? *

As a mechanical engineer I'm always inspired in new advanced technologies which Tesla represents in my opinion. Working as a Tesla Advisor will give me the opportunity to share my vision on everyday basis and maybe to inspire others to contribute to the

greener future

3. Please tell us what you think is key to delivering a great sales experience: *

No more than 3 sentences

First to understand what exactly the customer wants and to suggest to him/her the best solution from the given opportunities. The comfort of the customer should be maintained throughout the sales process making him/her feel supported and understood.

4. How will you add value to the local team and to Tesla overall? *

Speaking 5 languages I can contribute to the variety of the service giving customers from different culture background the needed approach. Also through my technical background I can understand all the technical issues and proceed it straight to the right team to solve

5. What is the difference between Model 3, Model Y, Model S and Model X and what is currently being sold in Israel? *

Model 3 and Model S are both sedan configurations. Model S is more sport oriented while Model 3 offers the better safety. Model X and Model Y are SUV's configurations. While Model X is more enhanced and bigger, the model Y covers the popular segment of the compact SUV's. In Israel all models but Model Y are presented

6. What are the different configurations for each Model and how many different configurations does each Model have, including tires, exterior color, and interior color? *

Model 3 has 2 drive configurations: dual motor all wheel drive (with 2 performance configurations with emphasis on distance or acceleration) or basic rear drive configuration. There are 3 wheels configuration - usual choice of 18" and 19" but also 20" in the Performance configuration. 5 possible outer coating colours, 2 interior colours and 3 navigation options (built-in AP, enhanced autopilot or full self driving capability). Model S has dual motor or tri motor all-wheel drive, 5 exterior colors, 3 interior colors,

19" or 21" wheels and 3 navigation options (Built-in AP, enhanced AP and FSD). Model X has also 2 drive configurations : dual motor and tri motor all-wheel drive, 5 exterior colors, 3 interior colors, 20" and 22" wheels, 3 sitting layouts and 3 navigation configurations (Built-in AP, enhanced AP and FSD). Model Y has 1 drive configurations with dual motor all-wheel drive and 2 performance

7. What is the difference between AP package that is included in the vehicle price and FSD? *

Basic built-in AP package includes adaptive cruise control, emergency braking, blind-spot monitoring and lane-keeping assistance. FSD has ability to change lanes, using the car's sensors to note where surrounding cars are and the speeds they're travelling at. It also includes self-parking ability and the option to summon your car out of a car parking space. An enhanced summon function is coming later on. It also has traffic light and stop

8. What are the ways to charge your Tesla? What's the difference between home charging (and its different types) and destination charging? *

The ways to charge Tesla are home charging, superchargers, destination charging and third-party charging. The home charging includes Wall connector (44 miles/hour charging), Mobile connector for 120 volt outlet (3 miles/ hour charging) or for 240 volt outlet (30 miles/hour charging). Destination charging is the network of public places that

9. What's the difference between Model S and Model 3? *

The Model S is more powerful configuration offering sport performance. It has two more powerful drive configurations (dual or tri motor) and wider wheels (19" and 21" in comparison to 18"-19"-20" of Model 3).

10. What is the difference between V2 and V3 superchargers? *

V2 uses the "sharing idea" meaning that there are two coils powered by one unit, so if a

car is charging on one of the soils (of the pair) and there is no car charging on the paired soil, the first car will get full charging capacity. If another car will use the second soil of the pair - this car will receive only the "leftover" capacity, depending on the usage of the first car.

V3 is the single charging soil and the charging capacity (is bigger) and doesn't depend

11. What is WLTP? What is EPA? How is it related to Model 3 in Israel? *

EPA stands for Environmental Protection Agency Rated Mileage and is used in the US while Worldwide Harmonised Light Vehicle Test Procedure (WLTP) laboratory test is used to measure fuel consumption and CO2 emissions from passenger cars, as well as their pollutant emissions and is the range evaluation used in Europe.

In Israel the mileage is shown using WLTP standart.

Some Model 3 Standard Range Plus vehicles use a unique battery that must be 100% charged when possible, in order to maintain battery health over time. These vehicles

12. What is the max amp Tesla vehicle can be charged with? Please specify the different options. *

40 amps max. in the Model S and Model X and 32 amps max. in the Model 3 and Model Y (by charging from home).

13. What is "cost of ownership" concept for EV and how would customers benefit from it in Israel? *

Total cost of ownership is the sum of all costs involved in the purchase, operation and maintenance of the EV during its lifetime. Also Depreciation is included in this calculation, or the value that the car has lost over time. So costs for fuel and maintenance are far lower for any EV than by the regular gasoline vehicle. Tesla's Model 3 is cheaper on a total cost of ownership basis than competing luxury sedans from BMW and Mercedes. Also it has low car value lost over time. Israel is the small market with no

14. Which technology company is your favorite? Expand on a specific product. *

Recently I've learned about Aquarius Engines - it's the technology based on the Two Piston Linear Engine Generators, which are very compact, with reduces weight, reduced friction, reduced emissions and highly efficient conversion of the fuel energy to electricity. They have redesigned the long time known technology and made it work efficient to the nowadays demand. The construction is very simple with two combustion chambers separated by the hard membrane fixed on the moving rod. The same principle the old two-stroke engines worked. The generators itself are small but powerful, can be easily transport to every site or factory and adjusted to the current demand. I'm very

15. What is Model 3 competition in Israel? Brands, models, etc. *

In Israel due to the lower published prices as they were expected, the competitors of Tesla Model 3 will not be the BMW plug-in hybrid but Skoda Superb and the like. By "and the like" can be understood the middle class luxury sedans represented in Israel through Mazda 6, Audi A3, Renault Megane, Peugeot 508 etc.

16. Who is the ideal customer for a Model 3 in Israel? *

Model 3 is interesting for someone working in high-tech segment or successful business owners with high income. Preferable with the own house for better charging and parking possibilities. The urban population will probably use the destination chargers or charger equipped parkings.

17. Do you hold a driver's license valid in Israel? *

- ☐ No
- ☒ Yes

18. Are you willing to work 42 hours, 5 days / week + overtime, including Fridays? *

☒ Yes

☐ No

19. Are you able to commute to multiple sites, including Ashdod Port and Tel Aviv? *

☒ Yes

☐ No

20. Are you able to communicate in English and Hebrew? *

☒ Yes

☐ No

21. Are you permitted to work in Israel? *

☒ Yes

☐ No, I will need to apply for a work visa

22. What is your notice period? *

I can start immediately

23. What is your currently monthly salary in brutto as stated on your paycheck? *

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20000

## 24. Please re-confirm your email address \*

anna.sagarda@googlemail.com

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