1. **Education (10 points total)**
   * Bachelor's Degree: 5 points
   * Associate's Degree: 3 points
   * High School Diploma/GED: 1 point
2. **Experience (10 points total)**
   * Years of Sales Experience:
     + 0-1 years: 2 points
     + 2-3 years: 4 points
     + 4-5 years: 6 points
     + 6-7 years: 8 points
     + 8+ years: 10 points
3. **Skills (10 points total)**
   * Sales Strategy and Planning: 3 points
   * Negotiation: 2 points
   * Relationship Building: 2 points
   * Presentation Skills: 2 points
   * CRM Software Proficiency (e.g., Salesforce): 1 point
4. **Years of Experience (10 points total)**
   * Total Professional Experience:
     + 0-1 years: 2 points
     + 2-3 years: 4 points
     + 4-5 years: 6 points
     + 6-7 years: 8 points
     + 8+ years: 10 points