**Frontend Developer Interview Scorecard**

Candidate Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Role Interviewed For: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Interviewer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

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| **Dimension** | **Guidance** | **Score (1–5)** |
| Demand Gen Strategy | 1-2: No coherent target segments or measurable goals; reactive tactics.
3: Defines target segments, ICPs, and clear quarterly goals tied to pipeline.
4: Creates multi-channel plans prioritized by expected pipeline impact.
5: Builds multi-quarter strategy with forecasts, hypotheses, and resource prioritization. |  |
| Campaign Execution & Operations | 1-2: Misses deadlines, poor QA, inconsistent launch processes.
3: Executes campaigns on schedule with standard QA and tracking.
4: Runs coordinated multi-channel campaigns with A/B testing and optimization.
5: Designs repeatable, scalable campaign processes and continuous improvement loops. |  |
| Performance Measurement & Analytics | 1-2: Cannot interpret basic campaign metrics or lacks measurement plan.
3: Tracks core KPIs (CPL, MQLs, conversion) and reports trends.
4: Performs root-cause analysis and attribution to channels and creative.
5: Builds predictive models tying activities to revenue and recommends data-driven pivots. |  |
| Lead Nurturing & Funnel Optimization | 1-2: No personalized nurture or broken handoffs to sales.
3: Implements segmented nurture flows and SLA-based handoffs.
4: Optimizes journeys and improves conversion rates across funnel stages.
5: Designs lifecycle programs that materially reduce CAC and accelerate time-to-close. |  |
| Marketing Technology & Automation | 1-2: Limited tool knowledge; broken integrations or tracking gaps.
3: Manages CRM and MA tool flows, lead scoring, and tagging correctly.
4: Implements advanced automations, clean integrations, and governance.
5: Architects scalable martech stack and reduces manual work through automation. |  |
| Cross-functional Collaboration | 1-2: Poor communicator; ignores stakeholder needs and feedback.
3: Coordinates with sales, content, and product to launch campaigns.
4: Proactively aligns goals, SLAs, and feedback loops with partners.
5: Influences roadmap and drives cross-org programs that increase pipeline. |  |
| Budgeting & ROI Optimization | 1-2: Mismanages budget and lacks ROI tracking.
3: Allocates budget and monitors CPA/CPL against targets.
4: Optimizes channel mix based on ROI and runs cost-driving experiments.
5: Dynamically reallocates spend to maximize LTV:CAC and achieve revenue goals. |  |

 **Overall Evaluation**

**Strengths Observed:**

**Concerns / Weaknesses:**

**Recommendation (Yes / No / With Reservations):**

**Final Score (Avg / Weighted):**