

Questions to ask the employer

- Why is this position open?
- What is a typical day?
- Describe your ideal candidate?
- What are the top 3 reasons companies buy from you?
- Top 3 reasons you lose business to the competition?
- What do you perceive as your biggest challenge?
- Who is your biggest competitor and why? (Research the company's competitors before hand and make a relevant statement to show that you have done your research.)
- Tell me about your top sales person and why you think they are successful?
- What are the job responsibilities?

THE CLOSE

- What reservations if any, do you have about me?
- Any show stoppers?
- Great, so what are the next steps in the interview process?
- Always confirm the next step.