

Interview questions you should be prepared to answer

Preparation, Passion and a Sense of Urgency are key attributes of a great sales person Therefore, you need to treat each interview like a sales call. Be prepared, sincerely enthusiastic and close the interview.

- Walk through the progression of your employment with each of the companies on your resume, ending with your current position.
- Why are you looking to make a move?
- Tell me about the biggest deal you closed and why?
- What do you like about sales and what don't you like?
- What are your long term career goals?
- Why should we hire you?
- How do you handle pressure?
- What area of the sales process do you feel you could improve upon?
- What do you consider your greatest accomplishment?
- Can you give examples of how you were able to establish relationships with key decision makers?
- How do you generate leads?
- Do you follow a specific methodology during the sales process?
- What motivates you?
- What attracted you to our company?