

Sales Interview Guide

Applicant's Name:		Date	
Interviewer:		Location:	

Please highlight your career over the last 5 years. Do not go into a lot of detail; simply focus on the highlights.

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Why do you want to work at [Company]?

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What wakes you up in the morning, and drives you?

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<p>Name 2 areas of strength and 2 areas in need of improvement in the words of your last boss</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>	<p>Sales usually comes in the form of new business development, or growing current relationships, Which style would you prefer and why?</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>
<p>Tell me about a time where your competitive nature allowed you to accomplish a goal? What about a time when it got the best of you?</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>	<p>Tell me about a time where you faced serious adversity, and how you fought through it?</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>
<p>Who was your best boss and why? And the worst boss and why?</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>	<p>Tell me about a time where you set a challenging goal for yourself, and didn't accomplish it. How did you respond, and what did you learn?</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>

Tell me about a time when you finished number 1 at something, and how you accomplished this.

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Are you interviewing with other company's? If so, who?

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Why should I hire you?

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Role Play

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