

# Key Interview Preparation Questions

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Successfully managing the interview is a critical step in getting any job. The interview provides employers with an opportunity to get to know you. Although interviews are naturally anxiety-producing, there are many strategies that will help you manage it effectively.



There is no set formula for predicting the format of an interview since the organization's priorities and interviewer styles vary. The key is preparation. The best preparation is to know well enough that you are able to concretely describe yourself in the interview context.

Practice answering these questions in a mirror, on a smartphone video selfie, with a friend or mock interviewer. Practice, gain input and self-correct to ensure you win in the interview.

- Where would you like to be in your career in five years from now?
- What concerns do you have about working in this position or for this organization?
- How has work at your last company changed you as a person?
- Describe a time where you had to work with a group of people to achieve a common goal?
- If you were hiring for this position, what qualities would you look for?
- What did you like best about your last job?
- Why do you want a sales career with \_\_\_\_\_?
- What are some challenges you foresee in the \_\_\_\_\_ niche / industry?
- Tell me a time when you succeeded working in a team or group.
- What motivates you to work hard?

- What are you most proud of?
- What are some of your hobbies?
- What book is on your nightstand...what do you do to improve yourself?
- If you could give your previous boss one piece of constructive feedback, what would it be?
- Describe a situation when you or a group that you were a part of were in danger of missing a deadline. What did you do?
- Tell me about a time when you worked on a team and a member was not doing their share of the work.
- Give me a specific example of a time when you had to handle an irate customer or coworker. How did you handle the situation?
- When have you set a goal for yourself, and were you unable to reach it?
- What is a weakness you have that you really want to improve upon?
- How would your last manager, or a former instructor, describe you?
- What would your customers say about you?
- What would your competitors say about you?
- What is the biggest regret you have from your professional work life?
- Tell me about a fresh new idea you have implemented at your last job.
- What have you accomplished that shows your initiative and willingness to work hard?
- Tell me about a time when you had to work towards a deadline at your previous employer. Did you meet it? What happened if you didn't?
- What knowledge do you have of our company and our products, services, customers, etc.?
- Do you have any sales or negotiating experience? Tell me about one sale, or negotiation you completed at your previous position.
- Describe your ideal manager, and how that manager can get the best performance from you.
- Do you have any questions for me?

## Your Career Coach

In today's environment, where the demand for a new job opportunity far exceeds supply, candidates can benefit from a relationship with a search consultant who has a complete understanding of their industry and of the search process for their specific domain.

**Strategic Sales Search** is the country's top-ranked search firm specializing in placing sales and marketing talent with technology and software companies. Our track record of success in matching qualified candidates with quality job opportunities has allowed us to establish an identity as the solution to all of our clients' sales and marketing hiring needs.

Our group offers an effective and unique search process to help candidates find the right opportunity to meet their career goals. We offer our insight and counsel to present candidates to top employers, help schedule and prepare for interviews, and help facilitate communications on salary terms, benefits, and relocation. Once an offer has been made and accepted, we also help candidates proceed through the emotional process of resigning from the present position, including dealing with counteroffers.

## Let's Connect

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