

Interview questions for a salesperson:

<https://www.thebalancecareers.com/sales-interview-questions-and-answers-2063469>

Match the questions with the answers:

- 1. Are you comfortable making cold calls?**
- 2. Have you consistently met your sales goals?**
- 3. What motivates you?**
- 4. How did you land your most successful sale?**
- 5. How would your colleagues describe you?**
- 6. Sell me this pen.**
- 7. What are your long-term career goals?**
- 8. What do you know about this company?**
- 9. What interests you most about this sales position?**
- 10. What makes you a good salesperson?**
- 11. What do you find most rewarding about being in sales?**
- 12. Why are you the best person for the job?**

_____ I'm most impressed by how much of a difference ABC's product can make in people's lives. I think it's clear that people will feel safer if they own this product. To me, it's important to only sell items that I truly believe in myself, items I would recommend to a friend.

_____ I'm eager to work in sales in a mission-driven company such as yours. Long term, I'm always looking to improve my selling skills and, in particular, I'm eager to grow my leadership skills, eventually taking on managerial responsibilities.

_____ My peers at work always mention my persistence. So often, I think sales are lost because of a lack of follow-through. So I'm always determined to have a strategy with scheduled benchmarks when it comes to interacting with prospects—that way, I never miss a potential powerful touch-point moment.

___ Every quarter, I try to go beyond my quota and compete with my personal best results from previous periods. My goal is always to see growth in my sales records with each new quarter.

___ I am—yes. The results can be unpredictable when you pick up the phone, but I find that doing research on the person and the company can help make this type of call successful. I had great success with this tactic at my previous workplace.

___ At XY company, I've been one of the top salespeople in the department for the past six quarters. Before that, I had one really rough quarter. I was discouraged, but then I realized it was an opportunity to re-think my strategy.

___ My biggest sale involves selling a five-year contract for XYZ's enterprise software to ABC Automotives. Believe it or not, this deal started with a cold call; in that initial conversation, the customer shared a problem that our software could solve, and so I was able to target successful presentations and interactions in a solution-oriented way. Relationship building was key to closing this deal, as well as providing targeted demos of the software.

___ Even in our tech-focused world, a pen is still essential. What I like about this one is that it has a secure cap so it won't stain the inside of your pocket or bag. Plus, it's stylish yet still budget friendly.

___ ABC Company is a family-owned business that recently expanded to go online. I think e-commerce is a strong fit and an area where you have a lot of potential for growth. I read a recent *Forbes* piece on how the board is eager to expand yet still keep the personal, warm atmosphere. That's something I can really appreciate, having come from a family-owned company myself.

___ My greatest strength is my organizational ability. I like to plan out the sales cycle to the letter and follow it through. My greatest weakness is related to my greatest strength because when my plan needs to change, I can be a little bit inflexible.

___ My skill set is a perfect match for the job requirements. In particular, my sales skills and managerial experience make me an ideal candidate for the position. For example, at my last job, I managed a sales team of five employees, and we had the top sales record of our company branch. I can bring my successes and experiences to this job.

___ I enjoy the personal connections with prospects and customers, but I think where I really shine is in the details. I'm well-organized; my calendar is full of reminders to follow up with customers, and I never let an email without quickly responding. Plus, I always spend time with new products—lots of time. This allows me to be able to answer questions fluently, showing off features that aren't always obvious.