



 **Module 2: Navigating the Interview.**

Examples of the most common questions and answers

Tell me about yourself

"I began working in sales positions about 8 years ago. In my account executive role, I worked with clients helping them identify their needs. I'm working in more of a sales training role now".

Why are you interested in our company?

"I'm interested in working for your energy automation team because of its reputation for cutting-edge innovation. I can see myself building a career within a company that similarly values innovation, automation, and sustainability".

Why are you interested in this position?

"I believe I can pull from my prior successes in marketing. I also believe it will leverage my skills while providing enough growth and challenge to be the next step in my career"

Why did you leave your last job?

"I left my last job for personal reasons. Now, I'm ready to return to work in a role where I can help customers."