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Top 15 Interview Questions for Sales Representatives

- What features and benefits of our product will you present to the customers when pitching them?
- Your task is to locate hundred potential customers on a new market. How will you proceed?
- What are the most common objections you face as a sales person?
- How do you move forward after a series of rejections?
- How do you feel about cold calling? Do you have any experience with cold calls?
- Do you prefer to be paid on a commission basis, or to get a fixed salary each month?
- What do you consider the best deal you have ever closed in your life?
- Can you tell me how your ability to sell things and ideas helped you in your personal life?
- How would you ensure to meet your sales targets every month?
- Try to sell me this mobile phone/pen (any other object they have on their table).
- Describe a situation when you reached a goal and tell us how you achieved it.
- Describe a time when you struggled to build a relationship with someone important. How did you eventually overcome that?
- Describe the biggest failure of your professional career.
- Describe a conflict you had with your colleague.
- Why should we hire you, and not one of the other job candidates?

Source and answers to the questions: https://interviewpenguin.com/sales-interview-questions/#Behavioral_questions_in_a_sales_interview