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**List of interview questions for job applicants for the position of Business Development Manager**

1. Why do you want to work as a business development manager
2. How do you imagine a typical day in work?
3. Try to sell me this object (a pen, notebook, your mobile phone, anything).
4. Describe how you (would) find new business opportunities.
5. How do you feel about expanding to new markets, and going on business trips to foreign countries?
6. Are you familiar with our products? What do you think about them?
7. Do you like to set goals in your job?
8. What factors do you consider when evaluating the deal?
9. Do you think it is important to keep in touch with existing customers? What is your strategy in this?
10. Do you have any experience with cold calls? Do you consider this sales strategy effective?
11. Describe a time you had to negotiate the price of a sale.
12. How do you feel about selling a product you do not believe in? Do you think you can manage to do it?
13. Describe the most difficult client you have encountered.
14. Describe the best deal you've ever closed.
15. How do you feel about training new sales force?
16. Have you ever lost an opportunity to do business with an important client? Why did it happen?
17. Describe a time when you struggled to communicate something to your customer.  
How did you manage to get your message over?
18. Describe the biggest failure of your professional career.
19. Describe a time when you struggled to build a relationship with someone important.  
How did you eventually overcome that?
20. Describe a situation when you went above and beyond with your service (for the customer, for the colleague)
21. Describe a situation when you reached a goal and tell us how you achieved it.
22. Why should we hire you, and not one of the other candidates for the job?

**Source & Answers:** <https://interviewpenguin.com/business-development/>