



InterviewPenguin.com

Your Best Job Interview Coach Since 2011

Interview Questions for Loan Officer job applicants

1. Why loan officer (mortgage loan officer)?
2. Why our bank (financial institution)? Why not one of our competitors?
3. How do you imagine a typical day in work?
4. How do you ensure you make no mistakes in your work?
5. How do you deal with rejection? How do you feel about rejecting an application of someone you like as a person?
6. How do you feel about getting 0.5% or even 1.0% commission of the total loan amount?
7. Tell us more about your experience with Underwriting software.
8. How would you recognize if an applicant is telling truth to you, for example about their financial situation?
9. What do you consider your greatest weakness as a loan officer?
10. How do you feel about making home visits?
11. Why did you leave your last job? / Why do you want to leave your present job?
12. How would you describe your sales skills?
13. Describe a time when you struggled with motivation in job (it was repetitive, you did not enjoy your duties, there was no work to do, etc). How did you overcome the crisis?
14. Describe a situation when you were under pressure in work.
15. Have you done this job before? How many loans do you think you can close in a year?
16. Describe a situation when you reached a goal and tell us how you achieved it.
17. Describe a situation when you went above and beyond with your service (for the customer).
18. See this pen on my desk (or other object). Try to sell it to me.
19. Why should we hire you, and not one of the other applicants?
20. Do you have any questions?

Source and answers to all questions: <https://interviewpenguin.com/loan-officer-interview-guide-ebook/>