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Personal Banker Interview Questions (personal, behavioral, role play)

1. Tell me something about yourself.
2. Why do you want to become a personal banker?
3. Why did you choose our bank?
4. Where do you see yourself in five years time?
5. This job can be repetitive. What would motivate you to do it well every day?
6. Why should we hire you?
7. How would you convince the customer to become a client of our bank?
8. What are your strengths and weaknesses?
9. What do you know about our bank?
10. Have you ever worked at a bank?
11. Talk about a successful sales experience.
12. What characterize a good personal banker from your point of view?
13. Give an example of you dealing with an irate customer and what you did to fix the problem.
14. Give an example of a time when you went above and beyond with customer service.
15. What would you do if you saw a fellow employee take \$100 that belonged to the bank?
16. From your point of view, what is the main difference between teller and personal banker?
17. Describe a situation when you had problems to communicate something to your boss, or to your colleague.
18. What banking products do you personally use and why?
19. What are your salary expectations?
20. Do you have any questions?
21. Imagine that I am a customer of this bank. I came to deposit some money to my checking account. You are processing the transaction. I do not have a credit card yet. Try to use this opportunity to sell me the newest credit card we offer.
22. Try to sell me this simple notepad we have here on the table.

Source and answers to all questions:

<https://personalbankerinterviewquestions.com/brilliant-answers-personal-banker-interview-questions/>