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Your Best Job Interview Coach Since 2011

Sales Engineer Interview Questions (personal, behavioral, technical)

1. Tell us something about yourself.
2. Why did you decide to apply for this job?
3. Why did you leave your last job?/Why do you plan to leave your present job?
4. What motivates you the most in work
5. How do you imagine a typical day in work?
6. Tell us something more about your technical education.
7. What do you know about the products/services we offer in this company.
Do you think your technical knowledge is adequate to sell them?
8. Why do you want to work for us, and not for one of our competitors?
9. What are your strengths and weaknesses?
10. Describe a situation when you were under pressure in work.
11. Describe a conflict you had with your colleague. Tell us why the conflict started, and how you managed to get over it.
12. Describe a situation when you went above and beyond with your service.
13. Describe a time when you struggled to communicate something to your boss, colleague, or to a customer. How did you manage to get your message over?
14. Describe a difficult decision you had to make in your professional career.
How did making this decision affect you?
15. Describe the biggest failure of your professional career.

Source and answers: <https://interviewpenguin.com/learn-how-to-get-a-job-of-a-sales-engineer-in-an-interview/>