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20 Interview Questions for Account Executive Job Applicants

1. Why do you want to work as an account executive?
2. Why do you want to work for our company (brokerage firm, agency)?
3. How do you imagine a typical day in work?
4. What do you consider your biggest weakness as a salesman?
5. What motivates you the most in work?
6. How would you discover new sales opportunities?
7. Describe a time when you had to deal with an angry or upset client.
8. Why did you leave your last job?/Why do you want to leave your present job?
9. What role do sales strategies play in your work?
10. How do you handle rejection?
11. What do you consider pivotal for success in sales, in this particular business/industry?
12. Imagine that you haven't sold anything for three weeks. The end of month is approaching, and you will miss your targets. What will you do?
13. Describe your lead generation strategies.
14. Describe the most difficult deal you've ever closed.
15. Once you find a new customer, what will you do to retain them over time?
16. What role does reporting, tracking, and monitoring play in your work?
17. Imagine that a client calls you. They say that they have found a new supplier, and do not want to cooperate with us anymore. What will you do?
18. Describe a time you managed to reach an objective when odds were against you.
19. How do you decide whether a deal is profitable for the company?
20. Try to sell me this notepad (or pen, or any other object in the room).

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