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20 Interview Questions for a Buyer (Purchasing Agent)

1. Why do you want to work as a buyer?
2. Tell us something about your working experience.
3. What are your expectations on the managers, and on other colleagues at work?
4. How do you imagine a typical day in work?
5. What do you consider the most difficult aspect of this job?
6. What is your knowledge of our industry (field of business)?
7. What do you consider your biggest weakness as a buyer?
8. Describe a difficult negotiation you had with the supplier. What was the outcome?
9. What do you consider more important—price, or quality of the product?
10. This job can be very tiring and mentally demanding. How do you (would you) motivate yourself in work?
11. Imagine that you really wanted a product from a certain supplier, but could not offer the pay the price they asked for it. What would you do?
12. Do you think it is worth visiting the suppliers personally, considering the expenses associated with such visits, and the time it takes?
13. Imagine that the same product in our stores is selling less than in the stores of our competitors. What would you do?
14. Describe your strategies for discovering the best products.
15. Describe a sealed bid and how would you approach an auction with sealed bids as a buyer.
16. Describe your least successful purchasing experience.
17. How would you ensure about the quality of the products you purchase?
18. Imagine that your superior disagrees with your idea of purchasing a product. What would you do?
19. You are assigned a task to purchase a certain product (can be anything). Tell us what steps you will take.
20. Imagine that you struggle in communication with the marketing and production department, and can't get the information you need from them. What will you do?

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