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Relationship Manager Interview Questions

1. Why do you want to work as a Relationship Manager?
2. Why do you want to work for us, and not one of our competitors?
3. How do you imagine a typical day in work as a Relationship Manager?
4. What do you consider your biggest weakness as a sales representative?
5. A long-term customer complains to you about product prices and wants to end your business relationship. What would you do?
6. Do you create any reports to keep track of your work? Do you work with any software products while managing customer relationships?
7. How would you discover new sales opportunities?
8. Describe a time when you had to deal with a difficult client.
9. What motivates you the most in work?
10. Who is our biggest competitor, and can we beat them?
11. How do you feel about making a cold call?
12. If you're contacting a new client for the first time, what information do you need prior to your communication with them?
13. How would you identify the right people to connect with in clients company, people who can help you push a big deal?
14. Describe a difficult decision you had to make in your professional career. How did making this decision affect you?
15. If we hire you for this job, what will be the first thing you do?
16. 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?
17. Describe the most difficult deal you've ever closed.
18. Describe a time you managed to reach an objective when odds were against you.
19. A customer is willing to immediately pay double as much monthly if you implement specific product features to their subscription. You know that these features won't be helpful for them in the long-term. What would you do?
20. See this notepad on my desk? Try to sell it to me right now.

Source and answers to all questions: <https://interviewpenguin.com/relationship-manager-interview-guide-book/>