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## Your Best Job Interview Coach Since 2011

### Car Salesman Interview Questions

1. Can you tell us something about yourself?
2. Why do you want to work as a car dealer?
3. Look at this car right here (they show you one of the basic models).  
Imagine that I am a customer looking at it. Try to sell it to me.
4. How do you imagine a typical day in our store, while selling cars?
5. How do you handle rejection?
6. Tell us about your most successful sales experience.
7. What are your salary expectations?
8. What is your knowledge of XY brand of car, or XYZ model?
9. What do you consider the toughest aspect of this job?
10. Imagine that a customer takes a car for a test drive and crashes it. What would you do?
11. What do you do to work on your sales skills?
12. Where do you see yourself in five years from now?
13. Do you have any experience with filling contracts, insurance forms, or similar documents?
14. On a scale from one to ten, how would you rate the importance of following-up in this business?
15. Why should we hire you, and not one of the many other candidates who try to get this job?
16. Do you have any questions?

**Source and answers to the questions:** <https://interviewpenguin.com/car-salesman-interview-questions/>