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Telesales interview questions

1. Why do you want to work as a telesales representative?
2. You will hear NO many more times than yes in this job. How do you want to deal with rejection?
3. This job is super repetitive. What would motivate you to try hard, day after day, week after week?
4. Choose any item in this room (pen, notepad, mobile phone, their real product) and sell it to me.
5. Tell us about the most successful sale you've made in your life.
6. What do you know about the products we sell here?
7. We have a high employee turnover here. How can we be sure that you won't leave the place after a week?
8. What payment model do you prefer—to be paid for each hour on a call, or for each sale you make?
9. How do you feel about calling the same customer five or six times, trying to convince them of eventually making a purchase they are considering?
10. How do you approach B2B and B2C selling? How does each concept change how you approach a prospect?
11. Tell us about a time when you showed initiative at work.
12. How do you feel about having monthly sales goals, and being compensated according to your ability to meet the targets?
13. What do you consider your biggest weakness if we talk about telesales?
14. After everything we discussed here, do you have any questions?

Source & answers to all questions: <https://interviewpenguin.com/telesales-interview-questions/>