

Distributor Interview Questions

1. What have you found to be the best way to circulate among potential customers or travel by foot, truck, automobile, or bicycle to deliver or sell merchandise or services?

2. Describe effective methods to deliver merchandise and collect payment.

3. Describe what kind of experience you have explaining products or services and prices and demonstrate use of products.

4. Walk me through how you arrange buying parties and solicit sponsorship of such parties to sell merchandise.

5. What is the key to success when communicating with the public.

6. Share an experience you had in dealing with a difficult person and how you handled the situation.

7. Tell me how you organize, plan, and prioritize your work.

8. Describe a time when you successfully persuaded another person to change his/her way of thinking or behavior.

9. Tell me about a time when you developed your own way of doing things or were self-motivated to finish an important task.

10. Provide an example when your ethics were tested.

11. Please share an experience in which you presented to a group. What was the situation and how did it go?

12. What is the most challenging part of contacting customers to persuade them to purchase merchandise or services? Share an example.

13. Share an effective approach to answering questions about product features and benefits.

14. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)

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15. How do you balance cooperation with others and independent thinking? Share an example. (Try to determine if the candidate has a cooperative attitude or is otherwise good-natured.)

16. Share a time when you willingly took on additional responsibilities or challenges. How did you successfully meet all of the demands of these responsibilities? (Make sure the candidate is a self-starter and can demonstrate some initiative.)

17. What factors do you consider when you set up and display sample merchandise at parties or stands? Share an example.

18. What is the secret to develop prospect lists?

19. Name a time when your patience was tested. How did you keep your emotions in check?

20. Provide an example of when you were persistent in the face of obstacles.

21. Name a time where you distributed product samples or literature that details products or services. Share an example.

22. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?

23. Share an example of when you established and accomplished a goal that was personally challenging. What helped you succeed?

24. Provide an experience in which you were sensitive to someone's needs or feelings. How did your helpfulness affect your work environment?

25. Share an experience when you applied new technology or information in your job. How did it help your company?

26. In your experience, what is the key to developing a good team? (Look for how they build mutual trust, respect, and cooperation.)

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27. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact?

28. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?

29. Share an experience in which you successfully coordinated with others. How about a coordination effort that was not as successful?

30. Share an experience in which your attention to detail and thoroughness had an impact on your last company.

31. Share an experience in which your willingness to lead or offer an opinion helped your company.

32. What are some long-range objectives that you developed in your last job? What did you do to achieve them?

33. Share an experience in which your ability to consider the costs or benefits of a potential action helped you choose the most appropriate action.

34. Name a time when your creativity or alternative thinking solved a problem in your workplace.

35. Provide a time when you dealt calmly and effectively with a high-stress situation.

36. Give me an example of when you thought outside of the box. How did it help your employer?

37. Provide an experience that demonstrates your ability to manage time effectively. What were the challenges and results?