

Sales Executive Interview Questions

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

2. Tell me how you effectively maintained your account base while developing new accounts.

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

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

5. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.)

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

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

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

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

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