

## Account Executive Interview Questions

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

2. Share an effective method you have used to write to customers in their terms so that the sales message is readily received. Provide an experience.

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

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

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

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

7. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.

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

9. How would you rate your writing skills? (Ask for an example that demonstrates great writing skills.)

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