

Exhibitor Sales Interview Questions

1. What is the key to success when communicating with the public.
2. Share an experience you had in dealing with a difficult person and how you handled the situation.
3. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)
4. 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.)
5. Describe the methods you have used to effectively persuade customers to purchase products or use services.
6. Please share an experience in which you presented to a group. What was the situation and how did it go?
7. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?
8. Share an effective method you have used to keep working areas neat and orderly.
9. Provide an experience in which providing samples, coupons, brochures, or other incentives helped you to persuade people to buy products.
10. What is the state of your records of demonstration-related information? Name one thing you would like to improve.