

Sales Representative Interview Questions

1. Give me an example of when you thought outside of the box. How did it help your employer?
2. Describe a commercial display you planned which enticed and appealed to customers. How about a display you planned which was less effective?
3. Share an experience you had in dealing with a difficult person and how you handled the situation.
4. Tell me about a recent experience you've had working with your hands.
5. How do you stay fit in order to perform physical activities that are required in the workplace?
6. Tell me how you organize, plan, and prioritize your work.
7. Share an example of a time you had to gather information from multiple sources. How did you determine which information was relevant?
8. Tell me about an experience in which you analyzed information and evaluated results to choose the best solution to a problem.
9. Share an experience in which your attention to detail and thoroughness had an impact on your last company.
10. Share an example of when you went above and beyond the "call of duty". (Look for answers that show the candidate is dependable.)