

Sales Representative Interview Questions

1. Share an experience in which you computed prices of items.

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

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

4. What is the state of your records of out-going orders?

5. Provide an example when your ethics were tested.

6. 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.)

7. Tell me about a recent experience you've had working with your hands.

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

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.)