

Account Executive Interview Questions

1. Provide an example of a time when you were able to demonstrate excellent listening skills. What was the situation and outcome?

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2. Provide an experience in which you recommended a product to a customer based on his/her needs and interests.

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

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

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

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

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

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8. Describe an experience in which your ability to work well with others and reconcile differences helped your company or employer. (Make sure the candidate knows how to negotiate.)

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9. Name a time when you identified strengths and weaknesses of alternative solutions to problems. What was the impact?

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10. Provide an example when your ethics were tested.

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