

Sales Job Interview Questions

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Are you comfortable making cold calls?

—

Have you consistently met your sales goals?

—

Do you prefer a long or short sales cycle?

—

How did you land your most successful sale?

—

How would your colleagues describe you?

—

How would your (former) supervisor describe you?

—

Sell me this pen

—

What are your long term career goals?

—

What are your strengths and weaknesses?

—

What do you find most rewarding about being in sales?

—

What do you know about this company?

—

What do you least like about being in sales?

—

What interests you most about this sales position?

—

What is more important, a quality product or excellent customer service?

—

What makes you a good sales person?

—

What motivates you?

—

What qualities does a successful salesperson at your company possess?

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What direction do you see this company taking in the next five years?

—

What is the quota for this position?

—

What percentage of employees meet their quota?

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What percentage of employees exceed their quota?

—

Is there a lot of travel associated with this position?

How is the commission structured in this position?

Do many people achieve bonuses for high levels of sales?

How much flexibility does the salesperson have in negotiating price with the customer?

What do you see as the most difficult challenges for the sales team at this company?

How many people are on your sales staff?

How do you motivate your sales staff?

What does a typical work day/week look like at this company?
