Sales interview questions

1. Why do you want to work in sales?

2. Why are you the best candidate for this job?

3. What are your three strongest skills?

4. Why do you want to for _________?

5. Tell me about your past sales experience

6. Sell me something that you know better than anything else

7. Tell me a time you were told no and how did you handle it

8. I actually have two positions open, one is the Sales Rep. position you already know about, the other is an Account Manager position. It makes a $70K-80K base with a smaller commission potential and basically deals with preexisting accounts, making sure they're happy and don't need anything further. Would you be interested in that position?

9. Tell me three characteristics that describe you

10. Describe a situation where you felt you had not communicated effectively. What made your communication effective?

11. Tell us about a time when you had to present complex information. How did you ensure that the other person understood?

12. Describe how you prepare for a sales call for a new client