

GENERAL SALES

PRACTICE INTERVIEW QUESTIONS

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The following is a list of typical questions that you might be asked during an employment interview for a general sales position. Read through the questions and prepare appropriate answers that reflect your experiences and knowledge. Be sure to include specific examples from "real life" experiences, including internship(s), in your answers. To gain further practice with interviewing, contact the University Career Center to schedule a mock interview.

1. Tell me about a product you sold in your last job.
2. Give me an example of a recent difficult sale and how you closed the deal.
3. How do you deal with rejection?
4. What do you like about our company's products?
5. What skills do you have that makes you the best person to sell this product? What examples can you use from your past experience to demonstrate that you have those skills?
6. What objections are you likely to encounter in selling the product and how would you overcome them?
7. What is the largest group you've presented to (externally/ internally)?
8. Tell me about two deals you've lost. Why did you lose them? Who was the competitor you lost them to?
9. Describe a time your company did not deliver on its product or service and how you responded?
10. Describe a time where a creative approach to meeting an objective didn't work and what you did next?