



# 10 INTERVIEW QUESTIONS **FOR SALES PEOPLE**

---

**SALESFORCE**  
SEARCH

[www.SalesForceSearch.com](http://www.SalesForceSearch.com) | 1-800-461-SELL



Are you in the process of interviewing for your next sales star? Are you in the process of looking for your next sales job? We've compiled our top 10 list of interview questions to use for interviewing candidates or to use to prepare for your next sales interview. We've found that companies and sales people that are prepared to answer these questions have set themselves up for success.

THESE QUESTIONS  
WILL HELP YOU  
**UNCOVER A  
NUMBER OF TRAITS**  
THAT ARE IMPORTANT  
TO BEING A  
**SUCCESSFUL SALES  
PERSON** OR PREPARE  
YOU WELL FOR YOUR  
INTERVIEW WITH ANY  
COMPANY.

- 1** Tell me about your last week at work. Tell me how you structure each day from the time you get up until you go to bed.
- 2** How many initial prospect meetings do you have each week and how do you go about getting
- 3** How many rejections do you face in a week?
- 4** What type of sales cycle is best suited for your approach to selling? A long sales cycle for large deals or a more transactional sale and why.
- 5** How much time do you spend directly with prospects and customers throughout a typical day and what specifically do you do with them?

- 6 Describe 2 of the most challenging objections or rejections you've faced in a sale and how did you respond.
- 7 Tell me about a time when you took a creative approach to getting a sale.
- 8 What are the 3 best open ended questions you ask a prospect on an initial meeting.
- 9 Describe how you conduct your process for qualifying a prospect. From initial call to sale.
- 10 Give me your 30 second elevator pitch.

THE ANSWERS TO  
THE QUESTIONS WILL  
**SPEAK VOLUMES**  
**ABOUT** →

IF YOU USE SOME  
OR ALL OF THESE  
QUESTIONS ALREADY,  
GREAT. IF NOT, THEY  
WILL HELP YOU **MAKE**  
**BETTER HIRING**  
**DECISIONS IN THE**  
**FUTURE.**

- How resourceful the person is, which is critical to success in sales.
- Attitude. When they fail, do they get right back up and tackle a new challenge?
- Are they results driven? Do they overcome all obstacles to get the sale?
- Do they ask great questions in the sales process and do they listen to customers well?
- Are they well prepared? Sales people who are well prepared will be able to answer these questions with ease and tell you a lot about how they would interact when in front of a company.

## SALES RECRUITERS HELPING COMPANIES GROW REVENUE

**SalesForce Search** is a sales recruiting company which specializes in the recruitment and placement of sales professionals. We work in nearly every industry sector from financial services to pharmaceuticals and believe our Hiring Process can help you find the right sales person for your organization. Sales is the most critical component of every organization and hiring great salespeople is challenging. We help companies save time and money by finding the right sales person quickly and ensuring your organization hits their sales targets.

To start your search for your  
next great sales professional today,



call **1-800-461-SELL (7355)**  
or visit [www.salesforcerecruitment.com](http://www.salesforcerecruitment.com)