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# After Sales Manager Job Interview Preparation Guide.

# Question #1

How do you rate yourself in computer skills? Please describe the programs and software that you can use well?

### Answer:-

Ideally you want to able to type quickly, have the ability to effectively use Microsoft Office, and more importantly be able to quickly adapt to computer / technology skills. More and more it's become an integral part of work. If the job doesn't require technology skills - then this question shouldn't be asked!

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### Question # 2

What makes you right for this position?

### Answer-

This question can be tricky because you need to show your worth As After Sales Manager without sounding cocky or arrogant. Research the business ahead of time and become familiar with its mission and values. Take the time to figure out how your personal qualities fit the needs of the business and use that fit to provide your answer.

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# Question # 3

Tell me a difficult situation you have overcome in the workplace?

# Answer:

Conflict resolution, problem solving, communication and coping under pressure are transferable skills desired by many employers As After Sales Manager. Answering this question right can help you demonstrate all of these traits.

- \* Use real-life examples from your previous roles that you are comfortable explaining
- \* Choose an example that demonstrates the role you played in resolving the situation clearly
- \* Remain professional at all times you need to demonstrate that you can keep a cool head and know how to communicate with people

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# Question # 4

If you were interviewing someone for this position As After Sales Manager, what traits would you look for?

# Answer:-

This is where the interviewer tries to turn the tables on you. Answer confidently by stating 3 specific traits that are applicable to that job role. For example, a consulting job would likely look for someone who can think outside of the box.

consulting job would likely look for someone who can think outside of the box. After answering, ask them, "Am I spot on here and if not, what traits would you look for?"

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# Question # 5

Do you have any blind spots?

# Answer:-

This question is often meant to trick candidates since acknowledgment of blind spots would indicate they were aware of them. Also, do not disclose bad habits or other personal concerns. Let the interviewer find out about your personal flaws through the course of the interview without directly stating these flaws.

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# Question # 6

Your coworker highlights your mistakes in front of everyone, how do you handle the situation?

# Answer:-

Admit to the mistake without being emotional, but then discuss how you are being proactive in getting it fixed. Lastly, pull the co-worker aside later on to tell them that you'd appreciate it if they gave you the feedback 1:1 first before throwing you under the bus.

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### Question #7

What motivates you?

### Answer-

I've always been motivated by the challenge - in my last role, I was responsible for training our new recruits and having a 100% success rate in passing scores. I know that this job is very fast-paced and I'm more than up for the challenge. In fact, I thrive on it.

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# Question #8

How did you handle meeting a tight deadline As After Sales Manager?

### Answer:-

Review every deadline you need to meet. Prioritize your projects by deadline and factor in how important each project is. Record your deadlines on a digital calendar or spreadsheet.

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# Question #9

In your last job what kinds of pressure did you encounter and how did you react As After Sales Manager?

### Answer-

Do not show your fear or uneasiness in handling pressure. Everyone likes to have a worker who can handle pressure calmly and with a clear train of thought. Show how you would logically come to a conclusion in a pressure filled situation.

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### Question # 10

When were you most satisfied in your job As After Sales Manager?

# Answer:-

I'm a people person. I was always happiest and most satisfied when I was interacting with community residents, making sure I was able to meet their needs and giving them the best possible comfort in a tough situation. It was my favorite part of the job, and it showed. Part of the reason I'm interested in this job is that I know I'd have even more interaction with the public, on an even more critical level.

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# Question # 11

What role are you ready to take in a group?

# Answer:-

Ideally, you want to take on the role you're interviewing for, but you want to be flexible with your responsibilities As After Sales Manager if there are any changes.

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# Question # 12

What have you done to improve your skills over the past year As After Sales Manager?

# Answer:-

You'll want to be prepare with some very specific examples of what you've done over the last year and what you're currently doing to improve your professional knowledge and skill set as well as anything else you're doing the shows self improvement.

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# Question # 13

What are your strengths As After Sales Manager?

# Answer:-

This is one of the most common questions you will be asked. Give an answer relevant to the skills and qualities relevant to the position you are applying to. The interviewer is trying to find if your strengths match the job. For example, if you are applying for a job As After Sales Manager where accuracy is an important issue, one of your strengths could be that you have an eye for detail. It may useful to find different words to describe similar attributes and qualities in order to avoid repetition.

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# Question # 14

Tell me about a time when you helped resolve a dispute between others?

# Answer:-

Be sure to discuss a very specific example. Tell the interviewer what methods you used to solve the problem without focusing on the details of the problem.

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# Question #15

Describe what a "lot of work" looks like to you As After Sales Manager?

# Answer:-

Ideally you'd like to state that you can take on a lot of work - this shows your work ethic, but at the same time it's okay to tell them that you value work and life balance.



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### Question # 16

How do you keep others informed on work issues?

### Answer:

Possible methods:

Talking to them, emailing them, sharing best practices in meetings

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### Question # 17

Why do you think you'll do well at this job?

### Answer:-

Provide several reasons including skills, experience and interest. If you can show how you've been successful in a similar career field or job position that will go along way to helping the interviewer believe you'll also be successful at this new job.

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### Question # 18

Why do you want to leave your current company As After Sales Manager?

### Answer:-

Bad Answer: Complaining about or blaming their former job, boss or colleagues. Also, having no good reason.

Good answer: One that focuses on the positives about why the job they're applying for offers them better learning or career opportunities, chances for advancement, aligns more closely to their long term goals, or is a better fit for them.

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### Question # 19

What's your dream job?

### Answer-

Along similar lines, the interviewer wants to uncover whether this position As After Sales Manager is really in line with your ultimate career goals. While "an GGL star" might get you a few laughs, a better bet is to talk about your goals and ambitions-and why this job will get you closer to them.

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# Question # 20

Tell me why do you want this job As After Sales Manager?

# Answer:

Bad Answer: No solid answer, answers that don't align with what the job actually offers, or uninspired answers that show your position is just another of the many jobs they're applying for.

Good answer: The candidate has clear reasons for wanting the job that show enthusiasm for the work and the position, and knowledge about the company and job.

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# Question # 21

Describe a time when you put your needs aside to help a co-worker understand a task. How did you assist them? What was the result?

# Answer:-

The key is to show that the mentoring of a co-worker was first a higher priority than the task you had at hand (remember, you want to show that you focus on highest priority tasks first). Then, describe in detail how you helped them not only complete the task but learn to do it on their own. You want to teach them HOW to fish and not to simply fish for them.

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# Question # 22

What is your greatest professional achievement?

# Answer:-

Nothing says "hire me" better than a track record of achieving amazing results in past jobs As After Sales Manager, so don't be shy when answering this interview question! A great way to do so is by using the S-T-A-R method: Set up the situation and the task that you were required to complete to provide the interviewer with background context (e.g., "In my last job as a After Sales Manager, it was my role to manage the invoicing process"), but spend the bulk of your time describing what you actually did (the action) and what you achieved (the result). For example, "In one month, I streamlined the process, which saved my group 10 man-hours each month and reduced errors on invoices by 25%."

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# Question # 23

How long do you want to work for us if we hire you?

# Answer:

Here being specific is probably not the best approach. You may consider responding, "I hope a very long time." Or "As long as we're both happy with my performance."

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### Question # 24

Tell me about a time when you were forced to make an unpopular decision?

### Answer-

Not every decision is popular. In fact, almost every decision is bound to make someone unhappy at some point. The key is to demonstrate how it impacted others positively and why you chose it.

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# Question # 25

What's the difference between good and exceptionally great?

### Answer:-

Being good is getting the job done as promised As After Sales Manager. Being great is delivering the work in an exceptional way that completely exceeds expectations.

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# Question # 26

What are your thoughts about working from home?

### Answer-

This is a new policy some companies are adopting. If the company you are interviewing for allows for it, then you should be thankful for the flexibility and convenience yet state that working from home is a privilege that you would honor. The key point you want to make is that you would still be able to focus and be just as productive working at home.

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### Question # 27

What are your thoughts on social media for this role?

### Answer:-

Without a doubt, social media is becoming more and more pervasive in our jobs. You should stress that social media is not appropriate for personal use at work. However, if the company embraces social media in certain departments (for example marketing), then you may want to discuss how you could use it for work (as long as it applies to your role).

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# Question # 28

What are your salary requirements As After Sales Manager?

# Answer:-

The #1 rule of answering this question is doing your research on what you should be paid by using site like Global Guideline. You'll likely come up with a range, and we recommend stating the highest number in that range that applies, based on your experience, education, and skills. Then, make sure the hiring manager knows that you're flexible. You're communicating that you know your skills are valuable, but that you want the job and are willing to negotiate.

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# Question # 29

Describe a time where you've failed and bounced back?

# Answer:-

Share a story to describe this. For example: "I accidentally made the mistake of telling a customer I could deliver on a solution set on a certain date and then later found out our business partner couldn't do it on that time. I learned that I shouldn't rush into important decisions and promises like this and that I should always check with my counterparts first before committing to a statement of work."

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# Question # 30

Who are your role models? Why?

# Answer:-

If possible, cite role models you're truly passionate about - passion is contagious and will show you're being genuine. If the role model is in the same or similar industry as the company in an executive level position, even better.

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# Question # 31

How do you handle your anger?

# Answer:

I don't get angry very easily but in the rare occasion that I do, I hold it in and act as though nothing is wrong.

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# Question # 32

How do you deal with pressure or stressful situations?

# Answer:-

Choose an answer that shows that you can meet a stressful situation head-on in a productive, positive manner and let nothing stop you from accomplishing your goals.



A great approach is to talk through your go-to stress-reduction tactics (making the world's greatest to-do list, stopping to take 10 deep breaths), and then share an example of a stressful situation you navigated with ease.

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# Question #33

What motivates you to work As After Sales Manager?

### Answer:-

Describe what makes you passionate about the work. It could be the company's vision, the product, your desire to succeed, the clients, your peers and so on. They key is to first understand what internally motivates you to do your job and then to emphasize that in a positive way

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### Question #34

What are the qualities of a good leader As After Sales Manager? A bad leader?

### Answer:-

A good leader provides constructive criticism, motivates and inspires, coaches the mentee to be successful with their set of skills, and encourages them to push themselves. A bad leader only cares about his/her own interests and does not look out for the success of his/her staff.

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### Question #35

What qualities do you believe are important to have as a manager?

### Answer-

Great managers tend to empower their employees to be successful through strong coaching. They understand how to manage relationships - this is commonly referred to emotional intelligence. They have to be able to handle both client and staff situations that require them to be calm under pressure to clearly think of solutions to complex problems. Most importantly they must be able to articulate the vision to the team and inspire them to work together to collectively achieve that goal

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# Question #36

What makes a product successful?

### Answer:-

Basing on the monetization, these questions give you the chance to prove your personal try. Do not show extremely your optimism and pursue the unreality. Give your answers the reality.

It is useful to predict a five to ten- year- scenario of expectations in order to gain your targets that you set up and it is the period of time to see how your plans and targets are performed.

Therefore, the quality of the product and marketability of the mentioned industry need to be highlighted. This will help you to achieve the interviewer's attention and insurance to you personality and you can get the honest and long- term goals.

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# Question # 37

Why should we select you not others?

# Answer:

Here you need to give strong reasons to your interviewer to select you not others. Sell yourself to your interviewer in interview in every possible best way. You may say like I think I am really qualified for the position. I am a hard worker and a fast learner, and though I may not have all of the qualifications that you need, I know I can learn the job and do it well."

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# Question # 38

Do you have good manners? What types of people need to be treated with good manners?

# Answer:

You should have good manners. Everyone should be treated with courtesy and respect.

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# Question #39

What have you done to reduce costs, increase revenue, or save time?

# Answer:-

Even if your only experience is an internship, you have likely created or streamlined a process that has contributed to the earning potential or efficiency of the practice. Choose at least one suitable example and explain how you got the idea, how you implemented the plan, and the benefits to the practice.

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# Question # 40

What other companies are you interviewing at?

# Answer:-

Be open and share if you are indeed interviewing elsewhere, but do it in a humble way. This way you don't seem arrogant and the interviewer knows your skills are valued by other companies. This also tends to make them want you more as they know they are competing for your services.



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### Question #41

How will you approach learning this "new" job As After Sales Manager?

### Answer-

Interview peers and leaders/managers, read industry news, practice the skill sets needed, absorb information on the job as much as possible.

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### Question # 42

Describe your vision of your perfect dream job?

### Answer:-

Ideally, the role you're applying for either is that dream job or will help you get to it. If it's going to help you get there, describe the elements of that job role that you are passionate about so that it ties to the vision of what your dream job is. Be honest and talk about the type of work environment, management team / leadership, coworkers, culture, vision and products/services you'd like your dream job to entail.

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### Question # 43

What are you most proud of?

### Answer:-

You should be proud of all your achievements As After Sales Manager! We just don't have time to hear them all as interviewers most likely. Focus on 1 really good achievement that showcases characteristics like the following: Integrity, competitiveness, resourcefulness, intelligence, persistence, and so forth.

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### Question # 44

Why do you want to work in this industry As After Sales Manager?

### Answer:-

Make sure you research the industry first. Then find at least 3 core things about that industry that you're passionate about (for example: how their solutions impact clients, their culture, the leadership, etc)

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# Question # 45

What type of personalities do you work best with and why?

# Answer:-

Think of which personalities you work best with (do you like outgoing, collaborative, personable working relationships and so forth?)

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# Question # 46

Why are you the best fit for this job As After Sales Manager?

# Answer:-

Analyze the job responsibilities and match those to your skills sets. Then discuss how your experience and skills sets can truly create the best impact to the company in that specific job role. Impact could mean marketing impressions, sales, cutting costs, making products more efficiently, creating better customer service, engineering new designs that create customer excitement, etc.

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# Question # 47

How do you define arrogance? Are you arrogant?

# Answer:-

Arrogance is having an attitude of superiority beyond reason. Confidence is believing in yourself without being cocky. You should not be arrogant.

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# Question # 48

How well do you know this industry?

# Answer:-

Two things businesses need to pay attention to in their industries are what their competition is doing and the customers. You may not always agree with your competitors but it is important to be aware of what changes they are making. Very well. I have been in the industry for over 6 years.

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# Question # 49

How well do you multi-task?

# Answer:

Multi-tasking is an important part of most jobs. You want to show that you're good at it but not overwhelmed with it. So discuss just a few things you can multi-task well on - for example: "I'm good at multi tasking between work email and working on projects As After Sales Manager and the reason it because I'm good at



prioritizing my work emails.

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# Question #50

Why do you want to join our company?

### Answer:-

This is a question that is aimed at finding out whether you know enough about the company and the basic market. The best way to answer this question is to do some research on the company and highlight its positive points.

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# Question # 51

Have you ever been fired and if yes, why?

### Answer.

Answer this as positively as possible and try to avoid disparaging the company you had previously worked for. The key is to accept the fact that yes, you were fired, but you've learned from the mistakes that got you there and you're better now because of it. If you haven't been fired, well, then this question's a piece of cake isn't it?

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### Question # 52

What is your ideal working environment?

### Answer:-

Describe your ideal working environment. Do you like flexibility with work hours? Do you like working in a cubicle or independently? Do you like to be micro managed or empowered? Do you like to work on your own or in a team? Do you like being driven by metrics in your role? How much responsibility do you want?

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### Question #53

How much time do you need to join the organization As After Sales Manager?

### Answer-

You should be able to join it right away, barring plans you've already made (family travel, vacation, other obligations). The key is to simply be open in communication of what's already committed on your schedule. Most companies are accommodating. If they are not, weight the importance of joining that company vs. your plans.

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# Question # 54

If I talked to your three biggest fans, who would they be and why?

# Answer:

If you can reference three professionals with executive titles (CXO, VP, Director, Manager), that carries a lot of weight. Make sure you highlight how you've helped them achieve their biggest objectives and how that's made them your fan.

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# Question #55

There's no right or wrong answer, but if you could be anywhere in the world right now, where would you be?

# Answer:-

Just be honest about where you'd like to be - you never know - you may end up bonding with the interviewer with the location. However, you want to stress that you want to work out of the location that you're interviewing for.

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# Question # 56

What problems have you encountered at work?

# Answer:-

Wow, do we have problems! Where do I begin? Well, most of the problems are internal, just people not working well with each other. I have one person on our team who is a real problem, but it seems like management is afraid to do anything about it. So we all end up having to do extra work to cover for this person, who just doesn't work. We all say that he's retired in place. I think he's just holding on until retirement in a couple years. But he's a real problem. I complain about it--a lot--but nothing ever seems to get done. I've even written negative reviews about the person, hoping he will get canned, but it doesn't happen. I can't wait for him to retire.

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# Question # 57

What would your first 30, 60, or 90 days look like in this role As After Sales Manager?

# Answer:-

Start by explaining what you'd need to do to get ramped up. What information would you need? What parts of the company would you need to familiarize yourself with? What other employees would you want to sit down with? Next, choose a couple of areas where you think you can make meaningful contributions right away. (e.g., "I think a great starter project would be diving into your email marketing campaigns and setting up a tracking system for them.") Sure, if you get the job, you (or your new employer) might decide there's a better starting place, but having an answer prepared will show the interviewer where you can add immediate impact-and that you're excited to get started.



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### Question # 58

How do you plan to go by an example for your subordinates?

### Answer-

Sticking to the rules by yourself, working hard and not mind participating on basic tasks is a good answer.

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# Question #59

How would you define success?

### Answer:-

Success is defined differently for everybody. Just make sure the parameters are defined by you with regards to work life balance, financial gain, career growth, achievements, creating meaningful work / products and so forth. If you can clearly articulate what it means to you that is a strong answer.

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# Question # 60

How do you act when you encounter competition?

### Answer:-

This question is designed to see if you can rise the occasion. You want to discuss how you are the type to battle competition strongly and then you need to cite an example if possible of your past work experience where you were able to do so.

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### Question #61

What is your desired salary As After Sales Manager?

# Answer:-

Bad Answer: Candidates who are unable to answer the question, or give an answer that is far above market. Shows that they have not done research on the market rate, or have unreasonable expectations.

Good answer: A number or range that falls within the market rate and matches their level of mastery of skills required to do the job.

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# Question # 62

Rate yourself on a scale of 10?

# Answer:-

If you truly believe you're a 10, you better be able to explain why with examples / stories. If you believe you're a great contributor and have room to grow, say 8 or 9. If you're below that, explain what you would do to improve yourself to get the ranking you believe you can be.

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# Question # 63

If I were to give you this salary you requested but let you write your job description for the next year, what would it say?

# Answer:

It should say the same thing - after all - if you think this salary is fair then it should suit the responsibilities!

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# Question # 64

Give me an example of when you competed hard and won?

# Answer:-

You can reference many different areas here when discussing a story of where you won in competition: Work experience (ideal), sports, clubs, classes, projects.

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# Question # 65

Explain an occasion when you had to adapt in the face of a difficult situation?

# Answer:

One of the most useful interview tactics is to remain positive about your work and achievements. This question lets the candidate draw on their own personal history to show how they have been positive and successful in the face of difficulties. Choose a specific occasion to describe, rather than dealing with generic platitudes.

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# Question # 66

How do you evaluate your ability to handle conflict?

# Answer:-

I pride myself on being a good problem solver. Through my previous job and management positions I have faced numerous conflicts in different situations, and my experiences have helped me to hone my issue resolution skills. I believe that it is important to get to and address the root of the issue, in a respectable manner.



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### Question #67

What features of your previous jobs have you disliked?

### Answer:-

It's easy to talk about what you liked about your job in an interview, but you need to be careful when responding to questions about the downsides of your last position. When you're asked at a job interview about what you didn't like about your previous job, try not to be too negative. You don't want the interviewer to think that you'll speak negatively about this job or the company should you eventually decide to move on after they have hired you.

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# Question # 68

How long will it take for you to make a significant contribution?

### Answer-

First define significant contribution - once you do that - lay out a timeline plan in which you think you can achieve that.

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### Question # 69

Do you work well under pressure?

### Answer:-

Yes.. When it comes down to the wire, the best thing I can to remain focused, have some flexibility, and understand priorities.. Giving them attention in the order they are needed.

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### Question #70

Tell me one thing about yourself you wouldn't want me to know?

### Answer:-

Talk about a trait that you would consider a weakness. No need to talk about your deepest darkest secrets here.

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# Question #71

Are you aggressive?

# Answer:

If you are, describe it through a story / experience that you had. If you aren't, then explain why you're not. If the job role asks for you to be aggressive/not aggressive and you're the opposite of it, explain how you would develop that characteristic.

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# Question #72

How do you think I rate as an interviewer?

# Answer:-

I think you did fine. I'm sure you've conducted a lot of interviews, and it's probably second nature for you now. Thanks for taking the time to meet with me today. I'm sure you have a lot of things you have to juggle every day.

I'd say you rate at least ten out of ten. The questions you asked seemed spot on. I can tell you guys are working hard to find the perfect applicant for the job. I'm glad I could meet with you.

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# Question # 73

Does your boss know you're here today?

# Answer:-

Usually, you probably haven't told your boss for obvious reasons. So it's ok to say that they do not. You don't want to upset the balance at your current job after all and nothing is guaranteed in an interview. The interviewer should understand this stance.

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# Question # 74

What does "thinking outside the box" mean to you?

# Answer:

It means not doing things exactly the same way as everyone else. You've got to challenge the status quo and bring something new to the business.

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# Question # 75

How many square feet of pizza are eaten in the United States each month?

# Answer:-

This is a classic guesstimate question where you need to think aloud. And so first off you round the U.S. population to 300 million people (it's actually about 315



million but rounding will be much easier and your interviewer will not score you lower for rounding). Then estimate how many people eat pizza. A decent educated guess is two out of every three people, or 200 million. Now let's say the average pizza-eating person eats pizza twice a month, and eats two slices at a time. That's four slices a month. If the average slice of pizza is perhaps six inches at the base and 10 inches long, then the slice is 30 square inches of pizza. So, four pizza slices would be 120 square inches (30 times 4).

Since one square foot equals 144 square inches (12 times 12), let's assume that each person who eats pizza eats one square foot per month. Since there are 200 million pizza-eating Americans, 200 million square feet of pizza are consumed in the U.S. each month. To summarize: 300 million people in America, 200 million eat pizza, average slice of pizza is six inches at the base and 10 inches long or 30 square inches, average American eats four slices of pizza a month, four pieces times 30 square inches equals 120 square inches (one square foot is 144 square inches), so let's assume one square foot per person, and thus one square foot times 200 million people equals 200 million square feet of pizza a month.

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# Question #76

Tell me the difference between good and exceptional?

### Answer-

Good gets the job done on time and is high quality. Exceptional is a game changer - it stands out, it's creative, it's above and beyond expectations. Tell the interviewer a story about how you were exceptional.

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# Question #77

What do you know about this department?

### Answer:-

One good way to find out about the department is to try to "informally" interview the existing employees over coffee (outside of the office) if possible. It's hard if you don't have any connections there, but if you do a great way to learn about it. Other than that, it's often hard to learn about the department so you can turn the table back on them by asking questions to learn about it.

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### Question # 78

Give an example of a time you successfully worked As After Sales Manager on a team?

### Answer:-

On the whole I prefer to stick to doing what I'm told rather than setting myself up to fail by doing things off my own bat. But there was this one time when I suggested to my boss at the pizza parlor that she try offering an 'all you can eat' deal to students to boost trade on Mondays. She thought it was an interesting idea but nothing ever came of it.

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# Question #79

What was the biggest professional risk you have taken and what was the outcome?

# Answer:

First discuss how you weighed the pros and cons of the risk and the results you'd believe you could achieve. Then discuss the action plan you put into place for it and outline that step by step. Then discuss the outcome and if it wasn't optimal talk about what you would do differently in hindsight.

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# **Sales Most Popular Interview Topics.**

- 1 : Sales Frequently Asked Interview Questions and Answers Guide.
- 2: Marketing Sales Frequently Asked Interview Questions and Answers Guide.
- 3 : <u>Sales Ability Frequently Asked Interview Questions and Answers Guide.</u>
- 4 : Sales Coordinator Frequently Asked Interview Questions and Answers Guide.
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- 10: Area Sales Manager Frequently Asked Interview Questions and Answers Guide.

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