

Area Sales Manager Interview Questions And Answers Guide.



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Area Sales Manager Job Interview Preparation Guide.

Question # 1

Tell us what do you think motivates reps the most?

Answer:-

This is a bit of a trick question, but it's an important one. The best sales managers know that motivation is personal. While money might drive one rep to go the extra mile, another might be inspired by a development opportunity or creative contest. The candidate who can navigate the trick and get to the right answer -- in this case, "it depends on the rep" -- possesses the motivational ability to lead a sales team to success.

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Question # 2

What is team person?

Answer:-

The sales manager should also be a team person, who understands any differences that crop in his or her team and work towards solving them in an amicable and quick manner.

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Question # 3

What is team leader?

Answer:-

The sales manager is the team leader for the sales team and should possess all the qualities that a team leader should have.

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Question # 4

What is single point of contact?

Answer:-

In fact, the sales manager is the single point of contact for all the salesmen when it comes to any questions and queries about the product or the company.

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Question # 5

What is strong sales background?

Answer:-

Other than these internal qualities, the sales manager should have a strong sales background and should be able to lead his or team from the front utilizing their unique sales expertise and talents.

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Question # 6

Tell me why did you leave your last job in Area Sales Manager?

Answer:-

The golden rule here is never to criticize any previous employers. There was no real room for growing my career. The position you are advertising seems like an excellent match for my knowledge, abilities and qualifications.

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Question # 7

Tell me where do you see yourself in say four years' time?

Answer:-



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This is also the same question as 'Where do you want to be in 4 years?' The recruiter does not want to know about your personal goals i.e. you want a house in the south of France etc. They are only interested in your career ambitions.

Try not to sound too ambitious, for instance saying you want to have been promoted to the head of your department. This can scare off some interviewers who may think you after their job! Instead sound ambitious but realistic.

In four years time I aim to have improved my abilities and to be a leader in my field. This will mean that I can contribute more to my employers and their business.

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Question # 8

Tell me what do you dislike about your present job?

Answer:-

Remember not to directly criticize or be negative about the company, managers or supervisors. Instead find other general issues to focus on.

Sometimes it is difficult for me to get a sense of my own achievement in a big company like my present employer.

There are very few opportunities for advancement with my present employer who are a small company.

Don't mention:

* Overtime issues.

* Salary expectations.

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Question # 9

Explain me what kind of goals motivate you the best? What total compensation are you seeking?

Answer:-

Should be enthusiastic about setting goals

Should be comfortable with a large share of compensation at risk (at least 50 per cent)

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Question # 10

Tell me what interests you most about this position?

Answer:-

I've always admired your company's reputation for customer service and I know that's a big part of why your clients buy from you. I have a lot of experience selling to your key demographic and I know how to sell the overall product experience - including the customer service component. Let me tell you about a sales campaign I came up with last year that centered on the benefits of customer service...

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Question # 11

Tell me should sales reps be paid commission?

Answer:-

Yes, there are more companies today that put their reps on a salary. But the best reps still want the variability of compensation, because they want the upside. They will happily take the risk (and the occasional bad month or quarter) to earn a C-level paycheck when they hit it out of the park.

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Question # 12

Tell me what is your definition of failure?

Answer:-

For starters, failure is an event and not a person and you only fail if you quit and I'm not a quitter. I may not complete a project on time or miss an important deadline, but that does not qualify as having failed in my book. If I complete a task, but miss a deadline, I still consider it a success because I finished, but without the desired result.

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Question # 13

Tell me what information do you need before making a decision?

Answer:-

Before I make any kind of important decision, I first consider all the surrounding facts, possible outcomes and the desired goal. I won't hesitate to seek an outside opinion and I generally do, but I am the one who makes the ultimate decision.

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Question # 14

Explain me how comfortable are you with data analysis?

Answer:-

Reps generally only care about one number: their quota. Keeping on top of pipeline and win rate is also important ... as these metrics pertain to their quota. It's all quota, all the time.

But when a rep is promoted to management, they must produce forecasts and reports that analyze a variety of metrics across the entire team. While a sales manager doesn't need to be a data analysis pro, they do need to have some familiarity with and inclination for crunching numbers and spotting trends. Beware of candidates that express active revulsion for data analysis.

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Question # 15

Tell me do you consider yourself a risk taker or do you like to play it safe?

Answer:-

I believe that taking risks is part of life but by mitigating the risk, I believe the best possible solution presents itself. I'm not afraid of taking risks; I just make sure that I have considered all the facts and possible outcomes my decision will have.

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Question # 16

Explain why do you want to be an Area Sales Manager?

Answer:-

As mentioned above, sales managers often make less money than sales reps and perform a drastically different job. Tease out the candidate's motivations behind seeking this promotion. Do they want to be a manager because they crave a larger role within the company as a whole, and a chance to influence strategic decisions? Or have they gotten bored with their jobs, and management seems like a step up? The latter motivation is a recipe for dissatisfaction and a disengaged sales manager.

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Question # 17

Tell me how comfortable are you with technology?

Answer:-

Sales managers also act as CRM sheriffs, ensuring all reps are using the system properly. CRM aside, sales managers are also involved in the vetting, selection, and deployment of new sales tools. While sales manager candidates don't need to be computer whizzes, some technological savvy is necessary.

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Question # 18

Explain me how do you motivate your team?

Answer:-

Over the years, I have realized the power and usefulness of internal competition among sales reps. I have used my creativity to devise unique incentives in order to increase productivity and sales. It keeps the sales representatives engaged and motivated to set a new standard. As a result, in my last position my team set a record for the highest sales for three consecutive quarters.

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Question # 19

Explain me about a problem you have solved?

Answer:-

This can be a tricky question to answer, especially if you have never held a supervisory / managerial position or had any form of responsibility. In your replies you need to display resourcefulness, an ability to solve problems, your decision making skills and be able to clearly explain the approach you used. No matter how little work experience you have you should always be able to lead and come up with creative solutions. Describe situations where you came up with an idea that increased efficiency in your office or cut costs after you discovered a cheaper supplier etc.

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Question # 20

Explain me what do you do outside of work?

Answer:-

If possible highlight interests and hobbies that are related to the role you are applying for. Talk about any foreign languages you know or exotic places you have visited. Also give examples of activities that portray you as a responsible, sociable person who has a friendly personality and who can get along within a team. These type of responses will help set you apart from other candidates.

- * Travelling.
- * Foreign languages.
- * Football.
- * Winning any competitions i.e. chess, karate.
- * Running marathons.
- * A member of any societies or charities.

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Question # 21

Tell us how do you overcome buyer objections? How do you handle price objections?

Answer:-

Ask for examples
Can they describe selling on value, not on price?

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Question # 22

Explain us what motivates you?

Answer:-

I am constantly motivated by the challenge of the sale. The success of landing a new client is a thrill, and building a well-thought out pitch that will explain the product is very satisfying.



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Question # 23

Tell us how would your co-workers describe you?

Answer:-

Manager interview questions like this are generally asked to discover additional hidden qualities about yourself that you might not otherwise have mentioned. "My co-workers will tell you that I am a team player and a colleague they can count on to pull his weight whether it's a normal day or we're in a crunch."

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Question # 24

Tell us how do you react to problems?

Answer:-

I don't react to problems, but acknowledge their existence and respond to them in a calm manner. Reacting to a problem causes a panic and the problem does not get resolved until everyone calms down, accepts the situation and then focuses on a resolution.

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Question # 25

Tell us what do you think makes for a successful rep coaching session?

Answer:-

The candidate doesn't have to give a sample agenda of what their one-on-ones would look like. However, it's important that their conception of a coaching session includes actual coaching -- not just a dry discussion of the numbers. Listen for responses that include mentions of career development, goals, skill building, and problem solving in addition to data review.

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Question # 26

What are your weaknesses as Area Sales Manager?

Answer:-

Mention that you have a flaw, but then also add a suggestion of improving that flaw or demonstrate any actions you are taking to address any weakness. The key to answering questions like this is to show you have learnt from your mistakes and are taking concrete steps to address it.

Occasionally I have been told that I take longer than other colleagues to complete complicated projects or tasks. But this is only because I want to make sure the work I do is to the highest standards.

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Question # 27

Explain me what do you like about your present job?

Answer:-

Try to link what you 'like' to any of the requirements of the job you are applying for. Also keep in mind that you are looking to leave your present jobs so don't make a big list.

It provides me with constant new challenges to test my abilities.

Communicating and meeting with new people.

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Question # 28

Explain me what's the ideal relationship between sales and marketing, and how do you operationalize that?

Answer:-

It's more than just inviting marketing to your meetings. The ideal relationship starts with common goals of what success looks like, common definitions of leads, qualified leads, lead stages and short-term opportunities. It's working together on the same pipeline, and ensuring that success is measured and compensation is dispensed based on overall pipeline performance. Marketing needs to be held accountable for qualified opportunities and closed business. When that alignment takes place, the daily & weekly operational requirements more easily fall into place.

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Question # 29

As you know we are a fast moving company and things are always changing, how do you think you will fit in with our ever changing and fast paced environment?

Answer:-

Our company has 20 field sales reps and they need to receive their email on the cell phone. This is something the IT department knows little about and has never supported mobile devices for a variety of reasons. The request came down from the president and we needed to make this happen immediately.

I was out of my element on this one and knew little about the subject, but I was assigned the entire task with a short deadline. So I researched the various technologies that would support our needs, tested several of them and after 3 weeks of hard work I presented my findings to the sales department and allowed them to make a decision on one of the three options.

Once they accepted, I soon got to work and within two weeks every sales person could now retrieve their mail from their cell phone any where in the world.

It was a huge undertaking and we soon learned that sales went up 11% and that growth has been directly attributed to the success of this project because sales could now provide a faster response to our customers.

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Question # 30



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Tell me what do you think it takes in terms of skills and qualifications to be a successful sales rep in this organization?

Answer:-

A large part of a sales manager's job is keeping the team fully staffed with high performers. This question gives the interviewer a peek into the candidate's stance on hiring. The skills and qualifications they deem to be important are those they'll look for when interviewing for open positions. Do the attributes they value line up with the company's standards? If so, it's a good sign. If not, this could be a red flag.

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Question # 31

As you know you have changed jobs five times in the past five years, why should we think you are likely to stay here for a long time?

Answer:-

This is the same as asking why have you changed jobs so frequently? It is likely to be asked if your curriculum vitae shows that not held down a long term position but have regularly jumped from one job to another. When answering you have no real option but to lump all your previous employers together. At all costs avoid showing that you are a difficult personality to get along with or that you have a habit of leaving jobs abruptly.

I do not believe that my career history is an accurate reflection of my character or abilities. Stability is important to me and I am anxious to work long term for one company. Although my CV shows that I have worked for a five different companies over a short period of time, the reason for this was that I had a elderly and frail relative to look after during this period.

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Question # 32

Fresh Area Sales Manager Job Interview Questions:

Answer:-

- * What motivates you as a sales professional?
- * How would you describe the corporate culture of your past company?
- * What traits do you believe make up the most effective sales representatives?
- * What sales quotas are you accustomed to?
- * How comfortable are you with cold-calling?
- * How long was the average sales cycle at your previous jobs?
- * Who were your most profitable target markets at your previous jobs?
- * How would you describe your sales technique?
- * What are some common hurdles you're facing right now as a sales representative in your current position?
- * Can you give me an example of a complex contract negotiation you've completed and how you did it?
- * How did your past organization position itself in the market?
- * How would you describe your ideal sales manager?
- * What are some of the traits you look for in a leader?
- * Give me an example of when you've prospected a lead creatively, and what are the steps you took to do so?
- * Where would you like to see yourself improve in the area of sales?
- * What does the term "consultative selling" mean to you?
- * How much was an average sale at your previous position?
- * Give me an example of how you handled a difficult client in order to get the sale, and what did you learn from the experience?
- * What was a typical day like at your past position?
- * What was your compensation package at your past position?
- * Can you give me an example pitch of the product or service you were selling at your previous position?
- * What types of managers do you learn best under?
- * Why are you looking to leave your current position?
- * How do you define success?
- * How would you describe the selling style of your former manager?

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Question # 33

Sample Area Sales Manager Job Interview Questions:

Answer:-

- * If I were to interview the people who have reported to you in the past, how would they describe your management style?
- * If I were to interview your reporting staff members, how would they describe your strengths and weaknesses as a manager and supervisor?
- * Give me an example, from your past work experiences, about a time when you had an underperforming employee reporting to you. How did you address the situation? Did the employee's performance improve? If not, what did you do next?
- * Rate your management skills on a scale of 1 to 10 with 10 representing excellent management skills. Provide three examples from your past work experiences that demonstrate your selected number is accurate.
- * Describe the work environment or culture and its management style in which you have experienced the most success.
- * Tell me about a time when you had a reporting employee who performed very well. The employee exceeded goals and sought more responsibility. Describe how you handled this situation day-to-day and over time.
- * Describe three components of your philosophy of sales management that demonstrate what you value and add, as an individual, to an organization's culture and work environment.
- * What factors are crucial within an organization and must be present for you to work most effectively?
- * Tell me about a time when you reorganized a department or significantly changed employee work assignments. How did you approach the task? How did the affected employees respond to your actions?
- * One of the jobs of a sales manager or supervisor is to manage performance and perform periodic performance reviews. Tell me how you have managed employee performance in the past. Describe the process you have used for performance feedback.

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Question # 34

Operational Area Sales Manager Job Interview Questions:

Answer:-



- * What kind of sales did you do at your last company? (Inside sales? Field sales?)
- * What was the size of your team at your last company?
- * What was your sales quota?
- * How did you generate leads?
- * Describe your product. What are the benefits? Who are your customers?
- * Why do customers buy your product? What are the alternatives?
- * Describe your customers' buying decision process. Who approves or blocks the buying decision? What do you need to line up to close the sale?
- * Where do you find great sales talent?
- * What criteria do you use to evaluate sales skills?
- * How do you monitor the performance of individual team members?
- * How do you motivate your team?
- * How do you make decisions about compensation?

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Question # 35

Basic Area Sales Manager Job Interview Questions:

Answer:-

- * What is your best strength at the job?
- * What were your main duties in the previous job?
- * What do you like the best about being a sales manager?
- * How do you arrange your daily work?
- * How many first sales appointments a week are considered as a successful week?
- * Describe a typical sales process (or sales cycle) for big ticket items and for smaller ones.
- * What are your selling techniques, how do you present/launch a new product? What presentation's skills require?
- * What are your goals in term of professional development and advancement?
- * How did you develop your best-selling techniques?
- * Describe some success stories and some difficulties. How did you handle the difficulties?
- * What have you found to be the most important skills in negotiating and succeeding in sales?
- * How do you handle rejections?
- * Describe sales-teamwork; how did you handle your team challenges?

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Question # 36

General Area Sales Manager Job Interview Questions:

Answer:-

- * Where do you see yourself in one, three and five years?
- * How would you describe your ideal sales position?
- * What core values should all great companies possess?
- * How would you describe the people at your past company?
- * What types of customer relationship tracking did you implement at your past jobs?
- * Can you give me three adjectives that best describe you as an employee?
- * Can you give me three adjectives that best describe you as a person?
- * Can you give me an example of a failure you had at work and what you learned from it?
- * What interested you about our firm?
- * What type of compensation package are you looking for?
- * How would you describe leadership?
- * How would you describe passion?
- * How would you describe wealth?
- * How do you feel about meeting face to face with clients and giving public presentations?
- * What skills do you believe make for a great sales representative?
- * Why should we hire you?
- * How would you describe your learning style?
- * Why did you choose sales as a profession?
- * How did your past company obtain its leads?
- * What percentage of leads did you convert into sales at your past job?
- * How would you describe your ideal sales lead?
- * What do you feel is the best way to establish a strong relationship with a client?
- * When a client's expectations are too high, how do you handle it?
- * Can you give me an example in which you've used your creativity to retain existing accounts?
- * How would you define the term "salesmanship"?

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Question # 37

Explain what types of products/services have you sold and how did you sell them?

Answer:-

See if they understand how to sell "solutions" as opposed to "products" or "services"

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Question # 38

Tell us how do you manage your time?

Answer:-

I only have so many hours in the day to get my work done and I have found that if I don't create daily, weekly, and monthly goals, it seems like nothing ever gets done. I keep track of all my responsibilities and goals in spreadsheet and review them daily.



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I mark down when I am first assigned a task, how long I think it will take, when it needs to be completed and how much time I will need to spend on it each day to complete the job on time. This helps me in so many ways, but mainly it keeps me on track with what is important. It also helps me from getting overbooked and promising more than I can deliver. Now, I can always deliver what I promise and be on-time.

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Question # 39

Suppose I'm a sales rep who has missed quota three months in a row and I'm here for a one-on-one. What would you say during the meeting?

Answer:-

Sales managers have to have uncomfortable conversations with their direct reports. Especially if the candidate is a rep on the team that they might be promoted to lead, sales directors must ensure they can maneuver tough situations and deliver bad news in a positive manner. However, a candidate who's overly harsh on their hypothetical stumbling rep is just as bad as one who's too soft. Look for an innate coaching sensibility and a motivational flair.

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Question # 40

Tell me how would you cope with a difficult colleague?

Answer:-

This really depends on what my co-worker is doing, the severity of their actions and the specific problems or disruption that they may be causing. Having said that no matter what the situation is, I would always remain in control of any situation and concentrate on my work. I would not take any arguments or heated discussions personally or hold grudges against work colleagues.

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Question # 41

Tell us what was your most significant professional accomplishment?

Answer:-

Keep asking for more and more detail to get insight into work ethic

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Question # 42

Explain me what made you successful as a sales rep? How will your processes inform how you manage your team?

Answer:-

Just as successful sales managers understand that every rep is motivated by something different, they also understand that every rep has unique strengths they use to achieve their goals. What's the "right" way for one salesperson is not likely to be right for the entire team.

Be wary of candidates who hint that they plan to force their methods on their direct reports. Instead, look for candidates who want to identify and develop the specific talents of each team member.

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Question # 43

Tell us what is your sales process, given a qualified lead? How many contacts do you make on a qualified lead?

Answer:-

Look for logical steps including building a relationship and asking about the prospect's needs as the first two steps

Average number of contacts should be 12

Ask for the different types of contacts they make to qualified prospects

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Question # 44

Explain me do you feel that you are an organized person?

Answer:-

Yes, I consider myself to be very well organized. Everyday when I arrive at work, I check my email and messages. Then I plan out exactly what I am going to do that day. Even if I already know that I am going to work on the Johnson proposal, I still review my current status and set my goals for the day. At the end of the day, I review my progress and plan for the following day.

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Question # 45

Explain me what do you like and dislike about the sales process? How comfortable are you with upholding it?

Answer:-

Every rep has an opinion about the sales process, and some ignore it entirely. But it's the manager's role to uphold the sales process in the name of organizational consistency and forecasting accuracy. Ensure the candidate is comfortable with taking on the role of sales process police, and ask about their strategies for making reps adhere to the regimen.

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Question # 46

Tell me why do you want to work for our company as Area Sales Manager?

Answer:-

This is essentially the same question as 'Why did you apply for this job?' & 'Why do you want to work here?'. Reply to it by showing that you have researched the



Area Sales Manager Interview Questions And Answers

employer and have logically thought out reasons why you think you are a good match for their requirements. Turn the answer into a compliment to the company you are interviewing for.

There are only a limited number of opportunities for advancement with my current employer. Which is why I'm keen on working for a larger corporation like yours where I believe there are more possibilities to show what I'm capable of.

I'd like to work for a company where I feel I can make a real difference.

A common way to reply to this is to research the company before hand, find something unique about them and then give that as your answer. For instance they may have opened up a new store or launched a new product.

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Question # 47

Tell me why don't you want to make more money as an individual contributor?

Answer:-

Great question to ask prospective sales managers. The right answer comes down to how many commission checks they want. Sales managers will still have a portion of their compensation come as a performance bonus or commission based on their team's performance. The best sales managers know they can make far more money as a manager in these conditions, but not just driving higher sales themselves but improving the performance and consistently higher sales of an entire team. Sales managers still want their money, but they know the upside is actually higher as a manager with a good comp plan.

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Question # 48

Explain me about hiring new sales personnel?

Answer:-

The sales manager is also expected to hire new sales personnel. Therefore, the sales manager should be experienced and knowledgeable enough to determine whether an applicant will succeed in sales or not. The manager must bear in mind that although some possess an inborn quality and have a salesman personality, successful salesmanship can be taught. A business administration degree can be very helpful as well, even for those people that just naturally have it in them to sell a product. As a sales manager, you should know how to bring out the best in each type, helping every salesperson excel in sales.

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Question # 49

Explain me about a sales experience that demonstrates your work ethic?

Answer:-

If they give a positive one, ask for a negative one. e.g. a time they failed and what they learned

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Question # 50

Explain me what do you enjoy about the industry you are in?

Answer:-

This can be a tough question that will put you on the spot. When responding be polite, diplomatic and give a good business related answer.

I can't really give you an accurate answer because at this time I don't know the scope of the job, it's responsibilities, hours, etc.

The job I perform, the salary I receive and the circumstances at my current company are not really comparable to the opportunity we are discussing today. However when I consider my skill sets, academic qualifications and work experience, I am confident that a salary between 25,000 - 33,000 would be appropriate.

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Question # 51

Explain me what is your viewpoint of management?

Answer:-

Management interview questions like this are asked to find out what kind of leader you are. Should you ever get placed in a management role, how will you delegate the workload or teach your co-workers.

"I believe the main goal of any management position is to get things done by evenly distributing the workload to the most qualified members of the team. They also make sure that each member of the team has all the resources and training that are necessary to complete the job.

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Question # 52

Tell me what have you found to be the most important skills in closing a sale?

Answer:-

The most important skills in closing a sale are active listening and strategic decision making. By that I mean truly understanding the buyer's needs and pitching the product in a way that will fit those needs. Additionally, alleviating any buyer concerns is crucial for those prospects who are on the fence about making a purchase.

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Question # 53

What is the biggest mistake you have ever made as Area Sales Manager?

Answer:-

There is no danger in admitting to making a mistake. However to correctly answer this type of query there are certain guidelines that you should follow. Firstly always mention that you identified where you went wrong and have learnt from the experience. Secondly try to give an example of something that happened as far back in your past as possible. This way you can shrug it off as a youthful error and something you would not fall for now that you are more mature and experienced.

If I had a time machine I would go back to University and taken a degree in Business Studies rather than Hospitality.

I stayed too many years in a job that was stable but didn't offer me enough challenges or opportunities for growth.



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Question # 54

Tell me what is your definition of success?

Answer:-

In my opinion and as it relates to the workplace, success is a measurable variable. If you don't measure your accomplishments, success is lost. Success can be tied to everything you do each day.

If I plan to accomplish 3 tasks before the end of the day and I do so, then I have been successful. Success simply means accomplishing what you set out to do within the parameters you specify, whether they be time, money or learning, etc.

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Question # 55

Tell us what training method is most effective for new reps?

Answer:-

It would be nice if a sales manager could do ride alongs and listen in on each and every call a new rep makes, but this model is impractical at scale. Make sure the candidate acknowledges the importance of a repeatable training process that doesn't center around an informal passing down of knowledge.

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Question # 56

Tell us what's your current salary?

Answer:-

Questions about your current compensation may sound personal, but they can still be asked at interviews. Never lie or stretch the truth, as if you are found out it could jeopardize your entire application.

My present employer pays me well outside of the norm, however I would not like to limit my job prospects by using that salary as a comparison.

As a highly valued member of the company, I am paid on the very high end of current market rates.

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Question # 57

Tell me should reps get warm leads or build their own pipelines?

Answer:-

Similar question, different angle. The right answer is typically to get warm leads, but not because the reps are lazy or can't successfully build their own business from the ground up. Lead-driven sales are typically more cost effective than having expensive sales reps cold calling. Yes, leads are expensive up-front, but the eventual cost per acquisition and overall lifetime value and margin for the business on those new customers is usually much better when reps are making more efficient use of their time with warm leads.

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Question # 58

Tell me is cold calling dead?

Answer:-

I believe cold calling still holds value and can be beneficial in the selling process. The level of control a sales representative has via a cold call is extremely valuable. However, factors such as call recipients, call frequency and content all play a critical role in the success of that technique.

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Question # 59

Tell us how do you handle rejection?

Answer:-

Losing a sale, or failing at landing one, is disappointing. But if you want to succeed in this business, you can't take it personally. I work hard to learn from rejection and continuously improve my sales techniques.

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Question # 60

Tell me do you know who our competitors are?

Answer:-

Yes, I work for one of them but I have always admired your company and have always wanted to work here.

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Question # 61

Explain what do you think it takes to be a good leader?

Answer:-

The jobs title might be "sales manager," but that doesn't mean leadership skills fall by the wayside. Sales managers need to be able to lead through example and inspire others to action. Although this question is last on the list, it's probably the most important of all.

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Question # 62

Explain me how do you move on from a rejection?

Answer:-

I never take a rejection personally. I realize that not all prospects will be interested or ready to commit to a purchase. I move on to the next prospect with the same level of enthusiasm and determination hoping for a better outcome.

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Question # 63

Explain me what have your achievements been to date?

Answer:-

Give a solution that is related to work and if possible the job you are applying for. Demonstrate something that shows how you saved a previous employer money, made them more efficient or increased revenue.

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Question # 64

Explain have you consistently met your sales goals?

Answer:-

Yes, I have always met or exceeded my sales goals over my ten-year career in the business. For example, last year I led my team to exceed our sales projections by 25% - and this was during a very difficult market when most of the other teams in our division came up short of goal.

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Question # 65

Please explain what do you dislike about sales?

Answer:-

What bothers me most about sales is walking away from a prospective buyer when I know our product could have been advantageous for them. No matter how beneficial of a solution we offer, the final decision is in the hands of the prospect.

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Question # 66

Tell us what do your work colleagues think of you?

Answer:-

Be positive but do not go over the top. For instance comment on how associates have in the past remarked on your friendly attitude, thoroughness and ability to get things done on time.

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Question # 67

Tell us what image do you have of our company and this industry?

Answer:-

Should have done a thorough job of research on your industry and company

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Global Guideline Team
<https://GlobalGuideline.com>
Info@globalguideline.com