

Business Development Executive Interview Questions And Answers Guide.



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Business Development Executive Job Interview Preparation Guide.

Question # 1

What do you think makes a good salesperson?

Answer:-

A good sales person needs to be friendly and professional, to be a good listener and an excellent speaker. Above all they must be confident and extremely knowledgeable about the products they are selling.

Give an example of a time when you had to sell an unpopular idea to someone

If you have an example from work experience this is ideal, however, do not be concerned if you do not. You could give an example from your private life, such as persuading a friend or family member to get involved with something they were not really interested in. Good sales skills are transferable to life.

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Question # 2

What's your ideal working environment?

Answer:-

Say that you enjoy working in a team environment. Describe the environment in such a way as it sounds similar to the work environment you believe the company has adopted.

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Question # 3

Do you know about Numbers/Spreadsheet?

Answer:-

There are x # of ways you can structure a deal from a financial standpoint - do your BD person have the required mindset and skills to frame up x different revenue, operational or strategic scenarios?

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Question # 4

What attracted you to this role?

Answer:-

To answer this you need to show a good understanding of the company and say that you are keen to be part of a dynamic team to help the company grow and develop. The aim of business development is to develop growth opportunities, so you must show a keen interest in working with their products and services.

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Question # 5

How would you get to understand and cater for a prospect's specific needs?

Answer:-

Say that you listen to their needs and then propose a solution that will meet a majority of their needs. If there are any gaps in the product offering, explain that workarounds can be developed to ensure that business runs smoothly.

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Question # 6

Why do you want this job Business Development Executive?

Answer:-

Again, companies want to hire people who are passionate about the job, so you should have a great answer about why you want the position. (And if you don't? You probably should apply elsewhere.)

First, identify a couple of key factors that make the role a great fit for you (e.g., "I love customer support because I love the constant human interaction and the



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satisfaction that comes from helping someone solve a problem"), then share why you love the company (e.g., "I've always been passionate about education, and I think you guys are doing great things, so I want to be a part of it").

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Question # 7

What do you enjoy most/least about teamwork?

Answer:-

Teamwork is central to most roles today; few people work in isolation. Answer that you like seeing how a group of people with a wide skill set can work together to achieve results not possible by any individual.

For the least enjoyable part about teamwork, try to keep it positive by saying that you sometimes prefer to concentrate on more complex problems in a quiet environment so there are times when the team environment can be a little distracting.

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Question # 8

What motivates you in your work?

Answer:-

Hitting targets and achieving goals is your main motivation. Say that you are motivated by the desire to do a great job and to help improve business.

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Question # 9

How do you go about selling unpopular ideas to people?

Answer:-

Say that you focus on the positive aspects of the idea and explain why it will eventually benefit everybody. Ideas may be unpopular but their outcomes are often welcomed once people understand better what is being proposed.

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Question # 10

Do you enjoy working to targets?

Answer:-

Absolutely! Say that you are very much motivated when working in a target orientated role and enjoy being the first to hit targets.

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Question # 11

Do you know about Curiosity traits?

Answer:-

There needs to be a genuine curiosity about people, things, and happenings. This can be judged by the type of questions that the person asks when assessing a situation or a potential partnership. The ability to gather intelligence, and not just data is really important.

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Question # 12

Do you have any questions to ask us regarding Business Development Executive?

Answer:-

Never ask Salary, perks, leave, place of posting, etc. regarded questions.

Try to ask more about the company to show how early you can make a contribution to your organization like

"Sir, with your kind permission I would like to know more about induction and developmental programs?"

OR

Sir, I would like to have my feedback, so that I can analyze and improve my strengths and rectify my shortcomings.

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Question # 13

Please explain what is your biggest weakness?

Answer:-

No one likes to answer this question because it requires a very delicate balance. You simply can't lie and say you don't have one; you can't trick the interviewer by offering up a personal weakness that is really a strength ("Sometimes, I work too much and don't maintain a work-life balance."); and you shouldn't be so honest that you throw yourself under the bus ("I'm not a morning person so I'm working on getting to the office on time.")

Think of a small flaw like "I sometimes get sidetracked by small details", "I am occasionally not as patient as I should be with subordinates or co-workers who do not understand my ideas", or "I am still somewhat nervous and uncomfortable with my public-speaking skills and would like to give more presentations and talk in front of others or in meetings." Add that you are aware of the problem and you are doing your best to correct it by taking a course of action.

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Question # 14

Why should we hire you as this position as Business Development Executive?

Answer:-

This is the part where you link your skills, experience, education and your personality to the job itself. This is why you need to be utterly familiar with the job



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description as well as the company culture. Remember though, it's best to back them up with actual examples of say, how you are a good team player. It is possible that you may not have as much skills, experience or qualifications as the other candidates. What then, will set you apart from the rest? Energy and passion might. People are attracted to someone who is charismatic, who show immense amount of energy when they talk, and who love what it is that they do. As you explain your compatibility with the job and company, be sure to portray yourself as that motivated, confident and energetic person, ever-ready to commit to the cause of the company.

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Question # 15

Describe a typical work week for you as Business Development Executive?

Answer:-

Interviewers expect a candidate for employment to discuss what they do while they are working in detail. Before you answer, consider the position you are applying for and how your current or past positions relate to it. The more you can connect your past experience with the job opening, the more successful you will be at answering the questions.

It should be obvious that it's not a good idea talk about non-work related activities that you do on company time, but, I've had applicants tell me how they are often late because they have to drive a child to school or like to take a long lunch break to work at the gym.

Keep your answers focused on work and show the interviewer that you're organized ("The first thing I do on Monday morning is check my voicemail and email, then I prioritize my activities for the week.") and efficient.

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Question # 16

Behavioral Business development executive interview questions:

Answer:-

- * How long would you stay with our company?
- * Do you have any questions for me?
- * What have you learned from mistakes on the job?
- * How do you keep track of things you need to do?
- * What kind of events cause you stress on the job?

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Question # 17

Business Development Executive Interview Questions:

Answer:-

- * What is your approach to Business Development?
- * Describe the business development process including the key roles.
- * Describe how you would identify, qualify and support a bid through contract award.
- * What is the key information you need to gather to identify a qualified lead?
- * What percentage of your time did you spend at your desk versus meeting with prospects?
- * What would be your "First 90 Days" plan?
- * Describe how you've handled conflicts with Operations in the past.
- * What was the monthly target for business development in your previous organization?
- * Describe some of your marketing activities in the past? Were they successful?
- * What are your other skills related to marketing other than sales and business development?
- * Suppose you are a business development manager and a team of people with a mixed bag of experience work under you. How will you distribute the targets?
- * Give us some tips of generating leads for business development.
- * What steps would you take to increase our profits?
- * How would you create trust with our clients?
- * What are top 4 skills for Key account executive?

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Question # 18

General business development manager interview questions:

Answer:-

- * Why do you want to work here?
- * Having looked at our business, can you see any opportunities we're missing at all?
- * What are your strengths/weaknesses?
- * How did you prepare for this interview?
- * Why did you leave your last role?
- * Describe a situation in the past where you've had to improvise.
- * Where do you see your career progressing to?
- * What's your favourite book?
- * What salary would you be looking for?

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Question # 19

Sales Manager Interview Questions:

Answer:-

- * Describe your management style.
- * How would your past staff members describe your management style?
- * How would they describe your strengths and weaknesses as a manager and supervisor?
- * How do you hold employees accountable?
- * Describe how you've dealt with under performers in the past.



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- * Describe the work environment or culture and its management style in which you have experienced the most success.
- * Describe your sales management philosophy.
- * Describe a time when you had to give a performance review that you found particularly challenging to give.
- * What do you feel is a secret to a successful sales team?

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Question # 20

Strengths and Weaknesses Related Business development executive interview questions:

Answer:-

- * What do you feel is the best educational preparation for this career?
- * What is your greatest achievement outside of work?
- * How do you see your job relating to the overall goals?
- * Tell us about the last time you had to negotiate with someone.
- * What would be your ideal working environment?

Be prepared to discuss in detail and with examples your five or six main attributes.

Provide truthful answers to Business development executive interview questions and exude confidence when speaking. Be sure to discuss a very specific example.

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Question # 21

Business Development Manager Sample Interview Questions:

Answer:-

- * Why should we hire you as a Business Development Manager?
- * Describe your results with generating new contacts and potential clients.
- * What do you know about securing bid opportunities related to construction and renovations of hotels and high-end retail stores?
- * In your view, what is the most important aspect in the development of a strategy to recruit and secure new business? Why?
- * What do you find most challenging when facilitating meetings with clients and negotiating contracts. Why?
- * Tell me about a meeting in which you supported someone else's ideas. What did the person say, and how did you support him/her?
- * Of which proposal assignment or achievement are you proudest?
- * What was the toughest academic decision you made? How did you arrive at that decision? What alternatives did you consider?
- * Tell me about a time when your enthusiasm dropped after an especially long workday. When did it drop? What did you do?
- * It's hard to "stay on top" of everything going on in an area. Describe a time when you didn't observe a developing problem. What happened?
- * What are your standards of success in your job? What have you done to meet these standards as a Business Development Manager? Give a recent example.
- * What is your experience as a Business Development Manager? Tell me about some specific things you did.
- * Tell me a bit more about your background with maintaining strong working relationships with corporate clients.
- * How do you ensure success when you retaining and growing the existing client base?
- * How have you established priorities to implement a new vision or directive? Give an example.
- * What qualities do you think make a great Business Development Manager?

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Question # 22

Basic Business development executive interview questions:

Answer:-

- * What is more important to you: the money or the work?
- * Have you done this kind of work before?
- * Example when you went above and beyond the call of duty.
- * What kinds of situations do you find most stressful?
- * Tell me about how you worked effectively under pressure.

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Question # 23

Sales & Business Development Manager Interview Questions:

Answer:-

- * How do you go about relationship selling?
- * How would you handle an objection?
- * How would you handle rejection?
- * What is your strongest sales skill?
- * What do you like about sales?
- * What do you dislike about sales?
- * Describe your sales experience.
- * Describe how you would handle the negotiation phase of a sale.
- * Tell me about the most difficult sales call you ever had to handle.
- * Everyone experience "call reluctance" from time to time, how do you overcome it?
- * When is it time to let go of a potential sale?
- * Tell me about a time when you handled an unhappy customer.
- * Who do you report to at your company?
- * How do you go about achieving your goals?
- * Who are the customers you are targeting?
- * What clients have you brought on?
- * How big is your book of business?
- * How many clients do you manage?
- * How do you build rapport with your customers?
- * What do you enjoy doing the most, managing clients or developing new territories?
- * What sales achievement are you most proud of and why?



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- * What are the most common objectives that you face?
- * Tell me about a difficult sale and how you handled it. How could you have prevented the problem from arising?
- * Give me an example of when you had to deal with an angry customer?
- * How often do you prepare sales reports and how do you do that?
- * How active are you in civic, networking, etc.?
- * How do you seek out new customers?

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Question # 24

Telephonic Business development executive interview questions:

Answer:-

- * Tell me about an important issue you encountered recently.
- * Do you prefer to work in a small, medium or large company?
- * Tell about a time that you had to adapt to a difficult situation.
- * Time when you made a suggestion to improve the work.
- * Your greatest weakness in school or at work?

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Question # 25

Business Development Manager Associate Interview Questions:

Answer:-

- * What qualifies you for this job?
- * What interests you about the translation business?
- * Have you worked in a legal capacity before?
- * Have you ever worked with subtitling or transcription services?
- * In your business development experience, how many calls did you typically make per day?
- * Are you fluent in any other languages?
- * Do you have long term interest in building this kind of business?
- * Have you worked with senior management before?
- * Do you have any administrative or assistant experience?
- * Where do you want to be in 5 years?
- * Tell me about your experiences in college.
- * Do you think your current projects with other employers will impede your prospects here?
- * What kind of salary are you looking for?
- * When are you available for full time work?
- * Do you have any questions for us?

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Question # 26

Situational Business development executive interview questions:

Answer:-

- * How did you handle meeting a tight deadline?
- * What do you think, would you be willing to travel for work?
- * What parts of your education do you see as relevant to this position?
- * What support training would you require to be able to do this job?
- * Do you have the qualities and skills necessary to succeed in your career?

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Question # 27

Competency Based Business development executive interview questions:

Answer:-

- * Give me an example that best describes your organizational skills.
- * Give some examples of teamwork.
- * Tell me about an important goal that you set in the past.
- * Why did you decide to pursue this career?
- * How do you feel about taking no for an answer?

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Question # 28

Communication skills Based Business development executive interview questions:

Answer:-

- * Which subjects did you enjoy during your qualifying degree?
- * What quality of yours or personal trait matters the most in your career?
- * What do you see yourself doing within the first days of this job?
- * What do you consider your most significant accomplishment?
- * What's most important to you in a new position?

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Question # 29

Video Business development executive interview questions:



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Answer:-

- * How have you changed in the last five years?
- * Tell me about your proudest achievement.
- * What was the most important task you ever had?
- * How do you react to instruction and criticism?
- * How would you describe the experience of working here?

Just try to stay focused on the job you're interviewing for. Connect your ability to the company's requirements. Discuss any attributes that may set you apart from other job candidates.

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Question # 30

Explain how you would be an asset to our organization as Business Development Executive?

Answer:-

You should be anxious for this question. It gives you a chance to highlight your best points as they relate to the position being discussed. Give a little advance thought to this relationship.

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Question # 31

What challenges are you looking for in this position Business Development Executive?

Answer:-

A typical interview question to determine what you are looking for your in next job, and whether you would be a good fit for the position being hired for, is "What challenges are you looking for in a position?"

The best way to answer questions about the challenges you are seeking is to discuss how you would like to be able to effectively utilize your skills and experience if you were hired for the job.

You can also mention that you are motivated by challenges, have the ability to effectively meet challenges, and have the flexibility and skills necessary to handle a challenging job.

You can continue by describing specific examples of challenges you have met and goals you have achieved in the past.

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Question # 32

What kind of salary do you need as Business Development Executive?

Answer:-

A loaded question. A nasty little game that you will probably lose if you answer first. So, do not answer it. Instead, say something like, That's a tough question. Can you tell me the range for this position? In most cases, the interviewer, taken off guard, will tell you. If not, say that it can depend on the details of the job. Then give a wide range.

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Question # 33

Why do you enjoy working with people so much?

Answer:-

To answer this effectively it is best to say that you find that working with others is the most enjoyable and fulfilling way to develop new ideas and implement solutions. Say that working in a team environment allows many different skills to be brought together to produce better results in less time.

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Question # 34

What experience do you have in this field Business Development?

Answer:-

Speak about specifics that relate to the position you are applying for. If you do not have specific experience, get as close as you can.

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Question # 35

Why do you think you're good at sales?

Answer:-

If you have a proven track record in sales, say so and give some examples. Mention how you are a good listener, good at interpreting a person's motive and intention and that you feel confident in closing deals.

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Question # 36

What have you done to improve your knowledge in the year?

Answer:-

Try to include improvement activities that relate to the job. A wide variety of activities can be mentioned as positive self-improvement. Have some good ones handy to mention.

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Question # 37



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How would you identify a new market to enter?

Answer:-

Analysis of sales data should help to identify possible new markets. This would be followed up with some market research.

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Question # 38

Describe a typical work week for this position?

Answer:-

Interviewers expect a candidate for employment to discuss what they do while they are working in detail. Before you answer, consider the position you are applying for and how your current or past positions relate to it. The more you can connect your past experience with the job opening, the more successful you will be at answering the questions.

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Keep your answers focused on work and show the interviewer that you're organized ("The first thing I do on Monday morning is check my voicemail and email, then I prioritize my activities for the week.") and efficient.

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Question # 39

Why do you enjoy business development?

Answer:-

Say that you feel that business development is the heart of a healthy business and it is extremely rewarding to see a business grow on the back of your decisions and actions.

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Question # 40

What have you learned from mistakes on this job?

Answer:-

Candidates without specific examples often do not seem credible. However, the example shared should be fairly inconsequential, unintentional, and a learned lesson should be gleaned from it. Moving ahead without group assistance while assigned to a group project meant to be collaborative is a good example.

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Question # 41

Do you know about Sales skills?

Answer:-

Is the person able to confidently present, communicate, follow-up and do what's required to close a deal?

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Question # 42

Can you please explain Contracts?

Answer:-

Should know basic legal terms, and identify red flags within T&Cs, Privacy Policies, and other legal documents.

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Question # 43

Do you know about Industry Knowledge skills?

Answer:-

Is the person always up-to-speed on what's going on in their particular industry? To what level of detail? Does he have an opinion on What, Why and How of the current happenings, and future possibilities related to X?

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Question # 44

Do you know about Strategic vs Tactical?

Answer:-

Maintain a balance of thinking at a macro / company level, and executing at the micro/departmental level. Should be able to follow and/or define the rules of engagement between different departments.

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Question # 45

Do you know about Technical Aptitude skills?

Answer:-

The person should be able to comfortably present the possible implementation of the discussed partnership at a macro level, and get the product team involved at a stage when there is a verbal agreement on terms, and implementation needs to be finalized.



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