

# **Business Development Manager Interview Questions And Answers Guide.**



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# Business Development Manager Job Interview Preparation Guide.

## Question # 1

Explain me 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 # 2

Tell us 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.

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## Question # 3

Tell us 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 # 4

Explain relationship selling and how you implement it in your job?

### Answer:-

The most important aspect of a business development manager role is managing your relationships. Business success is much more sustainable with referrals and repeat business. That success starts with your biz dev manager and the way they can implement relationship selling in their role.

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## Question # 5

Take an item from the room and sell it to me?

### Answer:-

Test their most basic selling techniques. Look for focus on differentiation and value.

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## Question # 6

Tell us what Steps Would You Take To Increase Revenue For This Company?

### Answer:-

Every employee plays a part in helping the company to generate revenue. The interviewer may ask this question to learn more about the sales and customer service methods you typically use and also to determine whether you have anything new to offer their organization. Again, reference instances of success from your past, detailing the outcome in specific, measurable terms. Your response may also include some discussion of the role of market research, effective communication and collaboration with the client, the sales team and other departments within the organization.

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## Question # 7



Please explain are you a team player?

**Answer:-**

Depending on your sales team structure, an BDM might support one sales rep in particular, or a number of reps. Ensure your candidate works well with others and takes pride in setting their colleagues up for success.

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**Question # 8**

Explain what do you think are the key strengths of a business analyst?

**Answer:-**

Since business analysis is an evolving and multifaceted profession, hiring managers want to know that you are aware of the necessary skills for success. You probably have your own list, but make sure to highlight both technical and nontechnical attributes you can bring to the job.

The job description should provide clues as to what types of skills the employer is looking for on both fronts - especially technical requirements. Learning what you can about the company culture prior to the interview can also provide insight on interpersonal abilities that will likely be valued.

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**Question # 9**

Tell us why are flowcharts important?

**Answer:-**

The hiring manager is trying to learn how you will work with all team members. A suitable answer here is that flowcharts play an important role in explaining concepts and processes to both technical and nontechnical members.

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**Question # 10**

What are your salary expectations as Business Development Manager?

**Answer:-**

Many consider this question to be a loaded gun - dangerous in the hands of the inexperienced. Often times, an interviewee will start talking salary before they've had an opportunity to illustrate their skill set and value making any sort of leverage valueless. Here, knowledge is power, as salary often comes down to negotiation. Do some research into your industry to establish base rates of pay based on seniority and demand but keep in mind - your employer is hiring you for what they believe you are worth, and how much benefit they feel you will provide.

One relatively safe approach is simply asking the interviewer about the salary range. If you wish to avoid the question entirely, respond by saying that "money isn't a key factor" and your primary goal is to advance in your career.

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**Question # 11**

Tell us which development methodology do you recommend, and why?

**Answer:-**

There isn't a particular "right answer" for this question. What it's looking for is the candidate's ability to be able to clearly articulate their beliefs and reasoning. Key candidates should be persuasive, but also be able to form a logical argument. If the candidate can convince the interviewer of their point of view, they might just be able to convince a development team to follow suit.

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**Question # 12**

Explain me what expectations do you have for developers in terms of work hours?

**Answer:-**

Some development managers expect 60-hour weeks from developers-and some expect them to be in at 8:00 and out at 5:00. A candidate who meshes well with the culture and expectations of the organization is critical. Startups require one set of expectations and government organizations require a different kind of thinking entirely.

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**Question # 13**

Explain me how do you manage defects?

**Answer:-**

The candidate should think about the process of handling defects: defects should be logged and captured into a system, then prioritized, and finally worked. The candidate should talk about the challenges with managing defects, including identifying their severity.

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**Question # 14**

Tell me as a business development manager, what is your management style?

**Answer:-**

In my experience delegating responsibility and authority is crucial. A team needs to be able to develop and grow as individuals and a whole, not be held back by low expectations or ego.

I believe in building a team. Each member of the team should be clear on their role, know where they fit in and feel as though they can depend on one another. I also believe in real-time feedback. If you do something wrong you should know it immediately. Regardless of right or wrong, the further removed feedback is in time, the less effective it is.

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### Question # 15

Explain me why do you want to sell this product or service?

#### Answer:-

Internal motivators such as autonomy, mastery, and purpose often trump external motivators like money or prestige. If the candidate has a personal reason for wanting to sell your product or service in particular, they'll likely approach their job with more passion and care.

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### Question # 16

Explain me what does your ideal customer look like?

#### Answer:-

Asking for the respondent to personify the model of a customer will give you their priorities for how they search for clients. It will also reveal the way they want their customers to react to their proposals.

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### Question # 17

Tell me 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 of 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 # 18

Tell us 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 # 19

Explain me 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 # 20

Explain a time that you lost a client and why?

#### Answer:-

Force the applicant to give a low point. We all have lost clients. The important part is if they identify the root cause.

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### Question # 21

Tell me as a business development manager, how do you utilize all the various departments in an organization to spur success?

#### Answer:-

This is the overarching business development manager interview question that truly identifies their company-wide perception. Sales teams forget that each department spins up the whole. A great manager will answer with their interpretation of group strategy.

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### Question # 22

Suppose I'm curious - how did you come to find out about our company and what do you know about us?

#### Answer:-

This can be a great way to stand out from other applicants and demonstrate initiative. Almost every company will have a website, Facebook page, Instagram account, or some sort of digital footprint. Spend a bit of time doing some online research:

\* If they have a website, check out their "About us" or "Culture/Mission/Vision" pages.

\* Who are some of the principal people who work there? Who are the founders?

\* What sorts of things does this company care about? Do they donate to a particular cause or charity? Which one(s)?

\* What are their core values? Which of their core values resonate with you?

\* Has the company been in the news recently or have they won any awards (Social Media can be a great place to find this information).

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### Question # 23

As you know our field is always changing. Tell me as such, what have you done with regards to personal development when it comes to a BUSINESS



## Business Development Manager Interview Questions And Answers

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DEVELOPMENT MANAGER POSITION in the last 12 months?

**Answer:-**

That is a really great question. While I haven't had the opportunity to develop within this particular role per se, I have actually become very involved in my local foodbank this year. This has taught me a great deal about community, teamwork, and taking initiative. I took it upon myself to enroll in a summer business admin course at the local community college. Through this, I picked up some really great knowledge on communication and teamwork, as well as further develop overall managerial skills. Though it may not be directly applicable to this particular job, I believe the overall experience I gained could be a real asset here.

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**Question # 24**

Explain about a time you faced a challenge. How did you deal with it, and what motivated you to keep going?

**Answer:-**

Prospecting is tough. An SDR might make 10, 20, or 50 calls in a row with no answer. Where will they draw their inspiration to keep dialing? This question will expose the candidate's primary motivators.

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**Question # 25**

Explain me what is more important to you: maintaining clients or growing the business?

**Answer:-**

This is not contrary to the last question. Maintaining clients matters above all, but you might be in a situation where your company is trying to expand. That is when a business development manager focused on growth is more appropriate.

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**Question # 26**

Basic Business Development Manager Job 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 # 27**

Amazing Business Development Manager Interview Questions:

**Answer:-**

- \* How do you judge or evaluate other managers? What are the most important skills, traits and how do you measure them?
- \* Describe your ideal performance management process. What are the benefits? Downsides?
- \* How do you handle an employee that has historically performed well, but falters or lapses on a project?
- \* Have you ever had to fire someone? How did it go? What did you learn and would you do anything differently?
- \* What is your favorite interview question(s)? How do you interview for talent?
- \* Have you ever made a hiring mistake? If so, what did you change to prevent the same mistake in your future hiring?
- \* Who was the best hire you ever made? Why?
- \* Is it ever okay to lower your hiring bar? What do you do when you have a tight deadline and need help fast?
- \* What is the most creative way to find and recruit good people?
- \* How do you track or keep your finger on the pulse of morale? What are some ideas, or things you have done in the past, to improve morale?

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**Question # 28**

Culture Fit Business Development Manager Interview Questions:

**Answer:-**

- \* In your past, when did you work the hardest?
- \* What has been your greatest success?
- \* Where do you want to be in 5 years? 10 years? What do you need to do to get there? How does this role fit into that goal?
- \* When have you had the most fun at work?
- \* What has been your biggest career mistake? What did you learn? How did it change you, or your behavior?
- \* What would your manager say about you? Your team? Your peers?
- \* What is your ideal/work life balance? Is that different from your team? How do you achieve it and defend it?
- \* What aren't you good at it? Who fills that role now on your team? How do you work together?

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**Question # 29**

Flawless Business Development Manager Interview Questions:

**Answer:-**



- \* How can you coach developers/engineers to get better at estimates and hitting deadlines?
- \* How do you like to build and test software?
- \* If every project has to ship on time, what safeguards/measures can you employ to make that possible?
- \* What kind of process do you use know for software? What do you like about it? What would you change?
- \* How do you set the team roadmap? Does that work well? How often do things change?

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### Question # 30

Behavioral Business Development Manager Interview Questions:

**Answer:-**

- \* Describe a time you had to negotiate the price of a sale
- \* Have you ever walked out on a deal and why?
- \* Have you ever had to sell a product you didn't believe in?
- \* Describe the most difficult client you have encountered
- \* What was the most satisfying deal you achieved?
- \* Did you ever have problems closing multiple deals?
- \* How do you manage to juggle selling, market research and reporting?
- \* Have you ever lost an opportunity to do business with an important partner? Why and what did you learn?
- \* Have you ever trained junior staff?

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### Question # 31

Operational and Situational Business Development Manager Interview Questions:

**Answer:-**

- \* Imagine I'm a prospective client. Sell me this object/Close a deal with me in 3 minutes
- \* What would you do if a prospect was constantly devising excuses to avoid you?
- \* What would you do if you couldn't use your car for a week?
- \* You find out that one of your customers is trying out a product of the competition. How do you approach the issue?
- \* Envisage you are part of a team when there are conflicting opinions about a deal. What would you do?
- \* From what you know of our company, what partnerships do you think would be beneficial?
- \* If you had to sell this product, what are two questions you'd ask to understand the needs of a prospective buyer
- \* If I asked you to evaluate [this] new market, how would you go about it?
- \* How do you negotiate with an aggressive prospect?
- \* Are you familiar with our products? How would you sell this?

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### Question # 32

Talented Business Development Manager Interview Questions:

**Answer:-**

- \* In your opinion, what is the best way to manage technical operations? What are some techniques to keep systems up all the time, and handle situations gracefully when they're not?
- \* What are the key parts of a successful post mortem? How to your manage the discussion and make them productive?
- \* What was your biggest post launch failure/bug? What could you have done to prevent it? How did that change your method/process going forward?
- \* You are in a design review, and see a major flaw in the design. Has this ever happened? How do you bring it up? What happens if the presenter refuses to listen to your points? How do you make sure that the right system is built?
- \* What is the process/tools needed to improve software quality? How would you setup a culture that valued software quality?
- \* What is your opinion on pair programming? Test driven development? Is there ever a time to do these or not to do them?
- \* You have MySQL database in production for one of the applications. There is a new project and the team lead wants to use Postgres instead. How would you advise them? What are the pros and cons or your approach?
- \* The production system is running on top of Cassandra and it is having issues that seem to be within the db itself. How do you advise the team? How do you manage those issues and the impact to the new development work? How do you communicate this to non-technical people?

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### Question # 33

Role-specific Business Development Manager Job Interview Questions:

**Answer:-**

- \* How has your background prepared you for sales?
- \* How do you feel about working to targets? What were your annual quotas in your previous job?
- \* Describe the process you would follow for business development
- \* What are ways to identify a new market to enter?
- \* What are the three most important factors when evaluating a deal?
- \* What is your preferred strategy for finding business partners?
- \* How would you keep in touch with existing customers?
- \* What are after sales techniques you have used in the past?
- \* What do you think of current developments in our industry? How could they affect our business development efforts?
- \* How do you prioritize your meetings with clients?
- \* Are you familiar with CRM software?
- \* How do you use technology in your job?

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### Question # 34

Strategist Business Development Manager Interview Questions:



### **Answer:-**

- \* What is your leadership philosophy?
- \* Favorite book on management or leadership. Or what book has made the biggest impact on your leadership style?
- \* The CEO makes a decision/call you don't agree with - has this ever happened to you? How would/did you handle it?
- \* How did you know you wanted to be a manager or CTO/VP Eng? What motivated you to pursue that path?
- \* What do you think you are best at as a CTO/VP Eng? What part of the role are you amazing at? What areas could you stand to improve?
- \* How do you harness the power of others? Promote the ideas on your team? Brainstorm?
- \* The team has a major operational outage for one of the services. Customers are really upset. How do you respond? What would be your recommended course of action to the executive team?
- \* Have you presented to a board of directors? What are the key components of your presentation? How did you come up with the content/template/outline?
- \* What is the biggest piece of advice you have with regards to managing up? How did you come by that advice?
- \* One of your peers is not managing their team/organization, and you have valuable criticism that can help them correct their behavior. How do you communicate it? What if they aren't receptive or don't listen - how do you ensure the right thing happens for the business?

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### **Question # 35**

Practical Business Development Manager Job 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 # 36**

Professional Business Development Manager Interview Questions:

### **Answer:-**

- \* How would you characterize the organization? What are its principal values? What are its greatest challenges?
- \* What is the organization's plan for the next five years, and how does this department or division fit in?
- \* What do you expect me to accomplish in the first six to 12 months on the job? What is the one thing I cannot fail at in the first year?"
- \* What particular achievements would equate to success at this job? What would success look like?
- \* What are three key things that really drive results for the company?
- \* How does this position contribute to the company's goals, productivity, or profits?
- \* What is the most pressing business issue or problem for the company or department?
- \* Can you give me some examples of the types of projects I may be working on?
- \* What do you think are the most difficult aspects of the job I'm interviewing for?
- \* Based on the interview, do you have any concerns about my ability to perform the job that would prevent you from selecting me?
- \* Work-life balance is an issue of retention as well as productivity. Can you talk about your own view of how to navigate the tensions between getting work done and encouraging healthy lives outside the office?
- \* How does the company support and promote personal and professional growth?
- \* Corporate culture is very important, but it's usually hard to define until one violates it. What is one thing an employee might do here that would be perceived as a violation of the company's culture?
- \* In the recent past, how has the company acknowledged and rewarded outstanding performance?
- \* What is the next step in the process? When do you think you will be making a decision?

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### **Question # 37**

Tell me how do you qualify leads and decide which deals are the most strategic to pursue?

### **Answer:-**

Pursuing the right leads is something that is hard to learn. But too often salespeople waste time chasing down a more affluent deal, even if there are too many signs that it won't work.

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### **Question # 38**

Explain have you ever been in a customer service role? What were your favorite and least favorite parts?

### **Answer:-**

People who have worked in customer service, retail, or the restaurant industry have undoubtedly dealt with complaints. If the candidate was able to keep their cool under pressure, they're likely well-equipped to field objections and handle rejection as an SDR. In addition, listen for a passion for helping others. They don't have to believe that the customer is always right, but they should maintain that the customer always deserves to be heard and supported.

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### Question # 39

Explain me what experience do you have when it comes to discussing our recently posted BUSINESS DEVELOPMENT MANAGER position?

#### Answer:-

Ever since my first paper route at age 10 I've been doing something to keep myself busy and earn money. Back then, it was obviously about earning some spending money. What I didn't realize was that I was actually starting the journey of establishing what I liked to do and how I fit in to the grand scheme of things. I then worked as a junior computer tech in my last 2 summers of high school. It was here that I discovered what I was passionate about and what I wanted to do. I enrolled in college to get my degree in computer sciences, and I have been working around technology ever since.

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### Question # 40

Tell us what are some questions you'd ask prospects to evaluate if they're qualified or not?

#### Answer:-

Questions are key to an effective sales process. Listen for inquiries that go beyond BANT and indicate a deep understanding of your target buyer's problems and your company's solution.

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### Question # 41

As you know I like what I'm hearing but we've got a ton of great candidates. Why should we hire you?

#### Answer:-

An easy question to answer well with one caveat - don't slam your fellow interviewee's. On the one hand, you have an opportunity to really stand out from the pack. Alternatively, You shouldn't assume the skills of other applicants. Focus on your own strengths, and if the interviewer hasn't given you an opportunity to mention that one "slam dunk" quality about yourself, now would be the time.

Is there a wrong way to answer this question? Consider the responses below:

- \* "I really need a job right now"
- \* "I need the money"
- \* "Your office is really close to my house"
- \* "I've always been interested in what you guys do"

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### Question # 42

Tell me could I give you some feedback? I would change X, Y, and Z. Now could you try again?

#### Answer:-

Coachability is critical for sales development reps. Observe how well the candidate incorporates your feedback into their second attempt. This will indicate their level of coachability, as well as demonstrate their listening skills.

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### Question # 43

Tell me I don't expect you to go into too much detail - but why are you leaving your last job?

#### Answer:-

An innocent question. But a question that if answered improperly, can be a deal breaker. While many individuals will be looking to a new job as a means of increasing their salary, "not being paid well enough at your last job" is not something you want to mention to your interviewer. After all, are you not likely to leave this particular job if you found you could make more down the street?

If you're currently employed and leaving of your own accord, craft your response around enhancing your career development and a seeking out of new challenges.

If your current employer is downsizing, be honest about it, remain positive, but keep it brief. If your employer fired you or let you go for cause, be prepared to give a brief - but honest - reply. No matter how tempting it may be, or how "unfair it was that they let you go" steer clear away from any and all drama and negativity. Any experienced employer understands that sometimes things happen. Staying positive is key here.

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### Question # 44

Tell me how do you provide skills training for your developers?

#### Answer:-

The obvious (but not necessarily bad) answer is face-to-face training and mentoring. However, a good candidate will know to include online tools, such as video sites, or free alternatives. They'll be looking for ways to train their developers even when there aren't big budgets.

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### Question # 45

Tell us what are some words or phrases you think would resonate with our target customer?

#### Answer:-

Sales is all about word choice and phrasing. Whether your organization uses a sales script or not, it's good to check if a candidate naturally gravitates to emotionally-charged words that will strike a chord with buyers.

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### Question # 46

Explain me what sort of metrics do you consider essential for managing your team?

#### Answer:-





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The answer will vary but it should include the backlog of work, the number of defects, and some measure of developer effectiveness, such as functions created, or perhaps lines of code. The point is that the development manager is able to articulate what metrics they look for. These metrics give clues to the priorities that the development manager will have for your development team.

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### **Question # 47**

Tell me suppose if you had to teach a beginner an advanced concept, how would you approach the task?

#### **Answer:-**

After countless hours of product training, salespeople are intimately familiar with their wares. Prospects, on the other hand, have a comparatively cursory understanding of your product -- no matter how much independent research they've done. For this reason, it's important that SDRs are able to explain potentially tricky or confusing topics in clear and simple terms.

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### **Question # 48**

Explain me a Time When You Have Not Met Your Goal?

#### **Answer:-**

The ability to meet goals and deadlines is important for an accounts manager. If you have legitimately never failed to meet a goal then feel free to share this achievement, but don't stop there. Explain several factors that have enabled you to maintain your excellent record. If you have failed to meet a goal in the past, describe the most salient points of the project and outline the steps that led to failure. Then show the interviewer that you are the kind of person who can learn from their mistakes by detailing how you would approach the problem differently in the future to elicit a better outcome. Whether you have failed to meet a goal or have a perfect record, be sure to detail a strategy for meeting goals that has worked well for you in the past and that you believe will serve you well in this position.

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### **Question # 49**

Explain me example of a time when you had to sell an unpopular idea to someone?

#### **Answer:-**

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 # 50**

Tell me what Qualities and Skills Make An Account Manager Successful?

#### **Answer:-**

This question asks you to show that you understand how to fulfill the duties of the position. Your response should include three parts:

Discuss three or four traits that contribute to an account manager's success. You might describe the importance of market research, communication skills or the ability to negotiate.

Describe how those qualities can be beneficial when working with this specific company's clients. If you have done your homework then you will know something about the accounts that they service, and can give specifics on how the traits you've described can help you to meet their customer's needs.

Share experiences that illustrate that you possess these qualities. Outline an experience or achievement where you demonstrated the qualities you've listed in specific, quantifiable terms.

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### **Question # 51**

Explain what's the last thing you learned that you thought was really interesting?

#### **Answer:-**

A sense of curiosity is necessary in sales development. SDRs have to ask insightful questions to get to the heart of prospects' problems, and investigate their current environments. People with natural curiosity won't have a problem enthusiastically sharing something they learned with you. But if the candidate struggles to come up with an example, it might be a red flag.

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### **Question # 52**

Explain me how do you maintain alignment with your customers (internal or external)?

#### **Answer:-**

Like with most jobs, the key is communication. The form that these communications come in may vary, but the development manager shouldn't know what the business wants more than the business does. Good development managers know that users know their business better and development managers can help them understand the technology so that they can together create the best solution.

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### **Question # 53**

Tell me besides cost-reduction, how would you go about raising our profits?

#### **Answer:-**

Cost reduction is more of an operations perspective. Give the candidate the opportunity to give reasonable measures to increase profits from the sales side.

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### **Question # 54**



Explain how would you get to understand and cater to 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 # 55**

Explain me can you define the diagrams most used by business analysts?

**Answer:-**

Again, the hiring manager wants reassurance you have the skills to get the job done and know case, activity and sequence diagrams.

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**Question # 56**

Tell us which business intelligence tools or systems have you worked with?

**Answer:-**

Cite the specific tools and how you've used them. If you have used a system the company employs, mention your experience to the hiring manager. If you're not familiar with the technology the employer uses, discuss how you plan to get up to speed quickly.

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**Question # 57**

Explain me 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 # 58**

What attracted you to this role Business Development Manager?

**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 # 59**

Do you know what are the important aspects of agile development?

**Answer:-**

Iteration and customer involvement should be near the top of the candidate's list of answers. A good candidate will be able to clearly explain what makes these aspects important as well. Agile development is important because of the psychology that it elicits from the developers working on the project.

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**Question # 60**

Tell me which is the best development language?

**Answer:-**

This is a bit of a trick question, but it's not a silly one. The best language is the one that the team knows; at the end of the day, that's the language that will get the job done. A good development manager doesn't have room for pet languages.

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**Question # 61**

Tell me suppose I am a prospect. Describe our product or service to me?

**Answer:-**

This question will not only reveal the amount of research the candidate did before the interview (which bodes well for their prospect researching skills), it also gives the hiring manager a chance to evaluate their ability to speak clearly and persuasively.

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**Question # 62**

Tell me 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 # 63**

Tell us what do you know about SDD?

**Answer:-**

Your lingo acumen is being tested when you get one of these types of questions. Explain that the system design document (SDD) is a middle step separating business users and developers.

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**Question # 64**

Explain 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 # 65**

Tell us how do you build your development team?

**Answer:-**

A well-bonded team is a well-built team. The answers to this question should refer to activities that the candidate has already done. The candidate doesn't need to be their team's best friend, but it's important that they're interested in getting to know their team and creating opportunities for them to bond.

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**Question # 66**

Tell me what is your strategy for converting a no into a yes?

**Answer:-**

The interviewee will give an explicit response to their sales strategy, and how they adapt to situations.

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**Question # 67**

Tell us how do you handle changes to requirements?

**Answer:-**

Your logical-thinking skills are being put to the test with this question. As you answer, highlight how you thoughtfully respond to changing situations. One potential response is something along the lines of, "First, I prioritize the changes to requirements, scope of changes and the impact analysis to the project. Next, I perform an impact analysis to the project cost, timeline and resources. Finally, I evaluate whether the scope change is introducing new gaps to the technical or functional designs or development and testing."

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**Question # 68**

Tell me what do you think is the manager's role in closing deals?

**Answer:-**

This will vary from company to company, and person to person. But by now, your company no doubt has its model for the manager. See if there is any contradiction.

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**Question # 69**

Tell us 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 # 70**

Please explain me your life story in 90 seconds?

**Answer:-**

As Mark Twain once said, "I didn't have time to write a short letter, so I wrote a long one instead." Brevity is a talent, and it's one that prospects appreciate. This question reveals the candidate's ability to hit the critical points of a story in a short amount of time.

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**Question # 71**

Explain how have you handled difficult stakeholders?

**Answer:-**

Answer this one head on. The hiring manager is trying to assess your soft skills, particularly your communication and collaboration abilities. Working with people from different areas of the company and perspectives is an area where nontechnical skills are key.

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**Question # 72**

Explain me how do you deal with rejection?



**Answer:-**

As the people primarily responsible for cold calling and emailing, SDRs deal with an awful lot of rejection. If the candidate admits they get flustered or frustrated after an extended period of rejection, they're probably not cut out for the job. "Fall down seven times, stand up eight" is the mantra of the best SDRs.

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**Question # 73**

Tell me which defects should be prioritized?

**Answer:-**

When a defect has a high likelihood of being exploited, or may compromise the data integrity of the system (and the company), any suitable candidate will want to prioritize those. Those defects that are cosmetic should be given a lower priority unless they interfere with the user experience in a substantial way.

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**Question # 74**

Explain me about your typical project approach?

**Answer:-**

Here, the hiring manager wants to ensure you have an overall understanding of the business analysis planning process. Rather than listing numerous projects and processes, talk more about the general phases or types of deliverables you might create, while letting the hiring manager know you can customize your approaches to projects.

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