

Sales Boy Interview Questions And Answers Guide.



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Sales Boy Job Interview Preparation Guide.

Question # 1

Tell me what is your goal/ambition in career?

Answer:-

This another very probable question for freshers appearing for an interview. The interviewers wish to know whether you have well set dreams and ambitions for yourself. They try to analyse whether you are an ideal choice for the career. Your dreams and goals explain a lot regarding your knowledge and confidence in your field. Individuals who are not sure what they want to do with their lives are unable to have a clear goal or ambition.

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Question # 2

What do you think our country is lacking?

Answer:-

The old school guys always have a bad impression about youngsters. They think the present generation is less patriotic and lack maturity. They wish to understand how much you care for your nation or think about it when they ask you questions like these. It would be great to have a clear answer with statistics ready for questions like these. If you mention poverty, illiteracy, lack of proper leadership or any other point, have facts and figures to support what you say.

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Question # 3

Tell me a situation where you found yourself dealing with someone who didn't like you. What did you do?

Answer:-

I am pretty easy going, and I usually get along with everyone. That being said, at my last job, there was a co-worker that I didn't care for. They were pretty negative towards my new ideas in meetings and publicly put my ideas down on a pretty regular basis. I was the new guy and didn't have much credibility." His name was Jake and everyone knew that Jake was a huge sports fan. I am pretty into baseball, so when everyone went to lunch, I made it a point to pick his brain on what he thought about different players and different teams. I never contradicted his opinions, just got him talking to me, and getting to know me. It was just a matter of us finding something in common. I believe that when people get to know you, they tend to be nicer to you. I have found that when I am not getting along with someone, we don't know each other enough and we need to find common ground.

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Question # 4

Can you explain what motivates you?

Answer:-

I'm driven by competition--competition with others and competition with myself. Not only am I motivated to be the best at what I do, but I'm motivated to out do myself whenever I get the chance. I'm also motivated by the thrill of the chase, challenge of the hunt and satisfaction of the kill. I enjoy prospecting for new clients, learning everything I can about a prospective client, developing the perfect pitch, and then closing the deal.

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Question # 5

Explain me a time when your sales skills resulted in a success?

Answer:-

This is a direct but very pertinent interview question designed to assess your mind-set and level of selling skills. In your answer show your awareness of the various techniques for selling and how these vary depending on the type of product involved, the kind of business, and the way in which you interact with the customer. For example, it is recognised that telephone selling is different from the face to face situation, since with the former there are no body language clues available; it is all down to interpretation of the customer's voice response and careful choice of words. In your interview answer include examples of all techniques you have used and the results achieved.

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Question # 6

Tell us can you think of a time when you didn't see eye-to-eye with a supervisor?



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Answer:-

Describe a situation where you were correct, and the (polite) arguments you made to bring the boss to your side. Make sure the result was a win-win.

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Question # 7

Tell me do you feel you can work well unsupervised/in a team/both?

Answer:-

Mention some incidents where you had to work in a team, perhaps a drama performance, or a sporting event where you had to come together with your teammates. For me, for unsupervised I would probably talk about writing my university dissertation and not really having any contact hours with my tutor for guidance; while for team work I'd mention when I was in year 11 and as part of a group we had to make a scale model of the small estate where our school was located for a local anniversary. - JR

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Question # 8

Tell me why have you chosen this field as Sales Boy?

Answer:-

There are many people who select their profession after assessing their likes, dislikes and knowledge in different fields. But this is not the case with all students. There are youngsters who lack direction in life. These are individuals who are unable to identify their strengths early. They may choose a field just because it appears better than the rest. Questions regarding choice of a field can be challenging to such individuals.

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Question # 9

Tell me what does your company value?

Answer:-

Do your values align with mine? If you are working for a company that values the same things as you (for example, greener technology, pro bono work) then you may enjoy working for a place like that better.

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Question # 10

Tell me what is your career goal?

Answer:-

This is one of the common questions posed in interviews. The interviewers are always curious to know your career goal and your dream career. They try to analyse from your replies whether you are a good choice for the particular job. Different questions they pose try to understand your liking for the industry you have chosen.

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Question # 11

Explain the culture of your company in and around the office?

Answer:-

Translates to: Is this the sort of company I want to work for, 8 hours a day, 5 days a week? If you're a very laid back person, a very strict work place might not be for you (and vice versa).

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Question # 12

What is your main strength?

Answer:-

When the interviewer asks you about your strength, he is trying to gauge your confidence in your skills and abilities. You should be able to reveal through your words what your true strength is. This question should be carefully phrased. Interviewers are always eager to trap you with your answers. Frame your answer in such a fashion that they cannot counter question you. The interviewers are always looking for loopholes in your answers. Individuals who have experience working in the industry are aware of these tricks. They know how to tackle tricky questions. You must make sure you are confident and prepared for challenges.

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Question # 13

Tell me what do you offer to your clients and employees that other companies do not?

Answer:-

Why should I work here? It would be nice to know the little perks and bonuses you might be entitled to, to help you make up your mind about whether you'd want to work there.

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Question # 14

Tell me what is your favourite hobby or pass-time?

Answer:-

Youngsters often fail to realize the significance of questions like this and blurt out replies that are totally irrelevant. When someone asks you regarding your hobbies and interests, you need to speak of the hobbies that could be relevant to your trade. If you are appearing for a sales job, even shopping could count as a good hobby. If you are in for a creative role like an interior designer or an advertising agency creative head, you may speak of hobbies like writing poetry or painting. These are



industries where creativity truly counts.

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Question # 15

Tell me do you play cards? [this might be asked in a trading interview]

Answer:-

Either "yes, I play cards" or "no, I do not play cards".

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Question # 16

Tell me who is your mentor?

Answer:-

The interviewer wants to understand you as an individual. He wishes to understand whom you respect or take as a mentor. The interviewer tries to identify the ideology you stand for by asking this question. Prepare your answer in a fashion that does not give a hint of extremist ideology as it may act against you in the interview.

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Question # 17

Tell me how many people at my level (college graduate/university graduate etc) are you looking to hire this round?

Answer:-

Translates to: What sort of chance do I have of getting this job? At least knowing it is a highly competitive position will make it less disappointing if you hear nothing back.

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Question # 18

Tell me are you comfortable working on weekends?

Answer:-

Many times freshers tend to answer such questions in the affirmative. You must remember that your first job work culture impacts your entire job life. If you opt to work in the weekends, you must never expect free time even during weekends. It is best to set a reasonable expectation in the very beginning. There is no harm in honestly stating that you do not hope to work during weekends as you wish to have sometime with your family too. A good company is sure to accept this answer in the right spirit.

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Question # 19

Tell me what is your current/most recent position and company? Why did you leave? Why do you want to leave?

Answer:-

There are a couple of directions you can take here, any version of the below is cool with me as long as you don't have any resentment in your answer. I have been at this company for 3, 5, 15 years and am looking for a change. I like the company a lot, and I like my manager, but I have gotten to the top of my discipline there and the company / department is of the size that I am not learning any more. This is a company that specializes in "your discipline here" or is larger so there would be more opportunity to grow my skill set. The company just had a lay off and I am still employed and am confident that they will have another lay off within 3 months, so I just want to see what other options are out there. I am talking with my manager to see if there is anything I can do to expand my skill set and make myself more valuable to the company, but even my manager is suggesting that we all look for new jobs. I was just laid off from my company and took a break for the last few months. I figured I wouldn't have a chance to take a long break till I retire so I made it a conscious decision to spend more time with my family, remodel the kitchen, learn a new skill set, do something you always wanted to do and have a passion for.

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Question # 20

Basic Common Sales Boy Job Interview Questions:

Answer:-

- * Which is greater: 17% of 34 or 34% of 17?
- * What's going on in the economy?
- * If [x data] was announced, which five trades would you make?
- * Do you think Apple is a good buy?
- * If I handed you \$1 million and asked you to generate some alpha over the next six to 12 months, what would you do/how would you trade?
- * What can a firm accomplish in Chapter 11 that it can't accomplish out of court?
- * What could be the reasons for two companies operating in the same industry trading at different EBITDA multiples?
- * Why would a creditor elect to receive equity via a restructuring process as opposed to debt?
- * Walk me around the world and tell me about the markets as you go.
- * Four asset classes: gold, oil, U.S. 10-year interest rates, and the S&P. Pick one, tell me where it has been, where it is now, and where you see it going in the next six months and why.
- * Tell us about a deal that we've done that interests you and why it interests you.
- * Explain quantitative easing to me.
- * Talk to me about the shape of the yield curve.
- * How do you value a mining company? What multiples are most appropriate?
- * Where is the world headed?
- * Describe a few instances where you have failed.
- * Describe the major transactions that have happened this year in the X industry.
- * Assume you're an investor and you come across a family-owned business for sale. What are the first things you'd do or want to know in order to determine what



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you're willing to pay for the business? How would you think about valuing the business?

- * Sell me this water bottle.
- * Tell me about something you recently read in the news that you think will have a positive or negative implication for the U.S. or global equity markets.
- * Once you receive offers from a number of firms, what will be the most important factors to you as you think through which one to accept?
- * I want to sell you a hot dog stand. How much are you willing to pay for it? Why?
- * Describe a macroeconomic trend you're observing and an investment thesis grounded in this development.
- * Tell me about a time when you had to make a difficult decision for an organization (company, school, etc.) and there was a possibility that the decision was in breach of policy. How did you manage the situation?
- * If you walk in tomorrow morning and the U.S. has defaulted, walk me through what's happening in all the major markets (stocks, credit, rates, FX, etc.) and why.
- * In under four minutes, explain to me what's happened in the economy and markets in the past five years.
- * Tell me a joke

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Question # 21

General Sales Boy Interview Questions:

Answer:-

- * Why do you wish to take up a career in sales?
- * Do you get a buzz from selling, and what is your favourite aspect of the job?
- * How do you overcome customer rejection of a product?
- * Tell me about some of your previous customers and your relationships with them.
- * Have you lost a client, and if so do you know why?
- * What is the largest audience you have personally addressed?
- * Tell me about the most recent contract you have won.
- * Tell me about your considered best sales pitch and examples where it has worked well.

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Question # 22

Tell me have you ever had problems with a supervisor or a coworker? Describe the situation for me?

Answer:-

There was a co-worker at my last job who was an ass to everyone. Not just me. He was always negative, came in smelling like smoke, and I am sure he drank during lunch. He was always telling what to do and how to do it. Nothing was good enough for him.

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Question # 23

Explain about a time when you missed your sales targets; what was the cause and what action did you take?

Answer:-

Everybody knows that it is the nature of sales to experience fluctuating results due to all sorts of factors beyond one's control, such as seasonal issues, economic or market drifts, or changes with a product formula. The interviewer is looking for a degree of sales consistency, but also is interested in how you have faced problems and acted to improve your performance where necessary.

If you simply answer, "No" to this question in your interview, it is not likely to gain favour or be convincing, and it is better to show that you understand that a period of low sales can occur and is a challenge to accept and deal with. In your answer show the interviewer that you have the ability to constantly learn from experience and are ready to change tactics to overcome difficult challenges.

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Question # 24

Explain some times when you were not very satisfied with your own performance. What did you do about it?

Answer:-

it is actually rare when I am really happy with my performance. I feel like I am always trying to improve. In my personal life I really like to golf / bowl / fish /knit/ you fill in the blank. When I first started 4 years ago, I shot a 100. I knew that this wasn't going to be acceptable so initially I just made it a point to practice at the golf range 3 times a week. As I progressed and watched others, I got videos, read magazines and asked my friends for help. About a year in, I signed up for some lessons. They were expensive but they were the best investment I could make. I now have a much better score and am really proud of what I have accomplished. At my last job, I wasn't very good at running the forklift. I cleared it with the manager if I could get my good friend to work with me after work and just practice lifting pallets. For about a week, we worked on different things. Backing around a corner, stacking pallets so they are straight. Moving one pile to another spot backwards for an hour a day after work. It paid off. I am now one of the most efficient operators of the forklift and my shift supervisor has me train everyone. I am proud of this.

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Question # 25

Tell me what are the most common objections you face when selling and how do you deal with them?

Answer:-

Answering objections is a common challenge to sales people and one you should be familiar with. Potential customers may say they don't need a product or they already have a supplier. These are general objections to which you will have a ready answer in terms of the quality and price of the product you're selling, for example.

When giving your answer the key is not to admit to inadequacies, but to focus on meeting, and surmounting challenges which form a regular part of the salesperson's job. An example of a skill, or lesson learned as a result of overcoming a difficulty is seen as indicative of a positive and determined attitude.

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Question # 26

Explain me an example of an important goal you had to set and tell me about your progress in reaching that goal. What steps did you take?



Answer:-

You know, 3 years ago, I didn't know how to use Outlook. The job I was working wasn't technology dependent, but I knew I needed to learn this skill if I wanted to get ahead. I literally laid out a plan. I was going to learn how to use AOL mail because it was free. I created two accounts and just practiced back and forth. Then I signed up for a course at the community center, which was only 25.00 for Outlook. They had 3 classes and my ultimate goal was to get through all three. Turns out that the AOL mail pretty much got me through the first class and I wasn't until the 2nd class that I was introduced to new topics. By the third class, I was thinking about Excel. I am proud of what I accomplished. It might not be much to some, but for me, I view it as an investment.

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Question # 27

Why do you think you'd be good at this role as Sales Boy?

Answer:-

Here you could pick up on where you left off with "what are your strengths", i.e. relating all your skills and attributes to the responsibilities you would undertake in the role. If you're a clear and confident speaker, for example, and your job will involve answering lots of telephones, then this is the sort of thing you'd need to mention.

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Question # 28

Explain me three words to describe yourself?

Answer:-

This is a tough thing to be asked; try to be positive, but don't be afraid of throwing in one slightly less positive one. . Obviously if you want to through out three similar positives, then go for it. It's your prerogative.

Examples:

- * Motivated, cooperative, cautious.
- * Enthusiastic, committed, decisive.
- * etc

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Question # 29

What is your basic weakness?

Answer:-

An earnest man would easily fall prey to questions like these. You need to tackle questions like these tactically. When they ask about your weakness, your reply should be something like, 'I do not get peaceful till the work at hand is complete even if excess work affects my health adversely'. Such an answer reveals your love for the work you do and your true dedication and devotion as an employee. Your choice of an answer to such questions reveal your true attitude towards work. You may also say things like ' My weakness is my strict adherence to deadlines even when the project is not urgent' or 'I can't tolerate indiscipline'. These are replies that highlight you in positive light. Such weaknesses only glorify you.

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Question # 30

Tell me what are your long-range career objectives, and what steps have you taken toward obtaining them?

Answer:-

My long-term goal is to be an expert in my discipline. I would like to be the "go to" person for what I do. When there is a problem, people think of me when it comes to solving that. I don't worry about the title so much as having a rounded skill set. I want to be effective not only internally within the company but also externally with clients both large and small. I know it will take a lot of work, but if it was easy, everyone would do it.

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Question # 31

In reverse chronological order share your positions for the last 10 years?

Answer:-

At my last job, I was a Sr. Finance Analyst. What I am most proud of there was that I submitted an idea to my manager to automate a particular product that had a lot of manual touch points. I submitted a written proposal with an outline. It answered questions Who, What, When and How. After a couple of iterations, I ended up presenting it to the VP. I worked with an implementation team and we ended up saving the company "x" in money and "y" in time. At the job prior to that, one thing that my resume doesn't mention is that I was a mentor for new hires. I really enjoyed this position because of "a and b". I had a real impact and the people I mentored are now doing very well within the company. I met with these folks once a week for their first month and was just their friend. After the first month, I met with them 1 time a month and our discussions were more goal oriented.

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Question # 32

What kind of work would I be doing here?

Answer:-

Translates to: Is this what I want to be doing? You don't want to accept a job where you don't really know the sort of things you'll be doing, especially if you find that your daily tasks are too easy.

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Question # 33

What is your salary expectation as Sales Boy and why?

Answer:-



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The firms try to do cost cutting by paying low wages to freshers. You need to remember that your initial wage decides your later progress. You need to negotiate to make sure you get a decent first salary. You may have a tough time convincing the interviewers why you deserve the pay you are quoting. Freshers are just out of the college and they lack work ethics or understanding of the work culture. The company has to spend time, money and effort to train freshers into eligible employees. This is the reason why the companies are hesitant to pay a good wage to a fresher. If you negotiate well and are able to convince why you deserve a better pay, you may get the pay you have quoted.

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Question # 34

Tell me what is your typical way of dealing with conflict? Give me an example?

Answer:-

First I usually try to figure out what is causing the conflict. There is usually a reason. Most people don't want to argue or disagree so there is usually something else that is going on. I am on a soccer team and there is someone on the team that recently has been very difficult to deal with. He wasn't always like this. It wasn't just me that was getting this treatment it was the entire team. One day after practice, I asked him out for a beer and got him into a setting that was neutral for both of us and just asked him "what's going on with you? You aren't your normal self, is everything OK?" It turned out that his company was going through some tough times and he was worried about having to let some folks go. We talked for a while, and things got better at practices. I always made it a point to greet him personally when I saw him and let him know he had an ally and was watching out for him. I usually try to find out what is behind the conflict.

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Question # 35

Tell me why are you interested in this position as Sales Boy?

Answer:-

For the last five years I've worked as a sales engineer for XYZ company. For the last three years I been the top producing sales engineer in my division. Notwithstanding the success I've achieved, one of the challenges I've faced time and again is trying to convince prospective clients that they should swith from your company's platform to XYZ's platform. Your company has a stellar reputation for quality and customer service, and you're unquestionably the leader in this industry. XYZ knows it, I know it and the industry knows it. I'm confident, if given the opportunity to sell your products, I could be one of the very top producers for your company.

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Question # 36

Please tell me why should we hire you?

Answer:-

Show them, first, that you've researched the company and understand its needs. What are the sales figures for the company's products? How do its drugs stack up against others in their class? Where is the company headed? Then, explain how your specialized knowledge, skills, network, commitment and enthusiasm will exactly meet those needs. Before the interview, list four to six categories of reasons that best support your candidacy along with supporting evidence for each.

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Question # 37

Tell me what's your biggest weakness?

Answer:-

Be honest when asked a question like this. I typically state something along the lines of "overly dogmatic". - anonymous
Hehehe, for me it'd probably be that I don't like to admit when I've made a mistake - JR

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Question # 38

Tell me do you believe in socialism or democracy?

Answer:-

This is another tricky question that is often posed to freshers during interviews. The interviewers try to gauge your understanding of different ideologies. Picking any particular ideology could be risky during an interview. The interviewer may be a staunch socialist and if you pick democracy, you may have a tough time putting your point across. You need to pick an amalgamation of different ideologies that help organisations function efficiently. Such an answer can keep you safe even while tackling tough interviewers.

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Question # 39

Tell me what can you bring to this organisation?

Answer:-

- * Dedication
- * Initiative
- * Innovation
- * Motivation
- * Enthusiam
- * etc

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Question # 40

Tell me how well do you work with people? Do you prefer working alone or in teams?

Answer:-



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I enjoy both. At my last job, the schedule was dependent on the customer requests. At Christmas we always are very busy and have a lot of orders to ship out. I really enjoyed that time because everyone is in a good mood, things are festive, we make it a point to take turns bringing in treats, and after Christmas we usually celebrate. At other times, I have been asked by my manager to go clean the back room. The back room is filled with inventory that hasn't been put away and it really is a one person job. I can look forward to this time as well. I just bring my iPod, put in my headphones and get into a zone.

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Question # 41

Please tell us are you a team player?

Answer:-

The huge organisations succeed because they work in teams. An individual needs to have a very high level of understanding to be able to perform in a team. The interviewers always seek team players. If they ask you whether you are one, you should be able to tell them how good you are while working in a team. Give them examples of college events where you have actively participated.

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Question # 42

Tell me what is your typical day like?

Answer:-

Tell the truth, but don't focus on minutiae. This is your chance to highlight traits that are helpful in pharma sales jobs, such as initiative, organization and the ability to follow through.

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Question # 43

Are you a good leader?

Answer:-

Every organisation looks for good leadership qualities in their employees. While freshers are expected to follow their seniors in most situations, the firms know that only freshers can bring in change. They look for youngsters with an ability to bring change. You need to explain your leadership skills and your ability to understand the situation and find an apt solution. They seek leaders who are not bossy but understanding. Power blinds most men and you need to show the interviewers how you can help progress happen with your leadership skills.

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Question # 44

Tell me where do you see yourself in the next five years?

Answer:-

The interviewers wish to know whether you are ambitious. They also wish to know how well you understand the industry and your own potential. Questions like these should be answered with clarity. Your answer should reveal to the interviewers that you know exactly what you are doing. You may reply that you see yourself as the chief editor of the creative department in a prominent firm. This reply reveals confidence and clear understanding of the industry.

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Question # 45

Tell us about a time you used leadership/initiative/good judgement?

Answer:-

What happened? What was the outcome? Questions about leadership can be academic or otherwise. Consider any roles you might have had in clubs or societies. Maybe you organised events for your university sports team, or you were head boy/girl at school/college and made some good decisions

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Question # 46

Tell me how did you find out about this position?

Answer:-

Well, I have been a fan of your company and your products for a long time now. My family has used your products. I have your X, Y, and Z. I use your Z, A, and B and love them. I saw your company at a charity event and the guys that were at the event really seemed energetic and were all volunteering. I went home and did some research.

This is a great answer because it lets the interviewer know that this job opportunity didn't just fall in your lap, even if it did.

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Question # 47

Tell me how you went about acquiring (a) new skill(s)?

Answer:-

This could be through study, training or experience. It all depends on the type of person you are and the type of skills you have.

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Question # 48

Tell me are you a lucky person?

Answer:-

No matter what you really believe, the answer they want is yes. And prepare to give examples. "Even if you've hit a stretch of bad luck, you must find the nuggets of



gold in your life,"

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Question # 49

Tell me what are you looking for in the ideal candidate for this position?

Answer:-

Translates to: Do I fit the bill for the kind of person they are looking for? Maybe you'd know whether you are up to the job better than they.

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Question # 50

Tell us how do you deal with rejection?

Answer:-

I worked for four years as a door-to-door salesmen selling pest control contracts in Atlanta, Georgia. Rejection was the name of the game in that industry. Salesmen that let the rejection get to them were ineffective, and often quit. Successful door-to-door salesmen recognized that rejection was just the nature of the job--it was nothing personal. Loosing a sale isn't fun. But I look at rejection as an opportunity to learn and improve my sales technique.

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Question # 51

How to show a confident salesperson?

Answer:-

Confidence and persistence are the most important qualities for a sales person, without which you can never hope to succeed. As well as confidence in yourself you need confidence in the product which should be palpable and obvious.

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Question # 52

Explain how competitive are you on a scale of one to 10?

Answer:-

Everyone says they're an eight or nine, according to Scott Brent, author of the book Tactical Aggressiveness (due out in July 2011), which features job interview tips for pharma sales reps and other professionals. "But you also need to explain why you are that kind of person," he says. "Give some situations of how you're competitive both on and off the job."

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Question # 53

Tell me do you consistently meet sales quotas?

Answer:-

Over my career I've not only met all minimum quotas but I've set several sales records. Between 2013 and 2014, when many sales professionals in my industry were seeking non-sales related jobs due to the recession, I was able to increase my production by 10% over the previous year. Even though market conditions weren't ideal, I was able to find new sales strategies and techniques to help me maintain my momentum.

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Question # 54

Tell me how do you cope under pressure?

Answer:-

Provide some examples of occasions where you were under pressure and you succeeded.

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Question # 55

Tell me what in your opinion is the most difficult aspect in a sales boy role?

Answer:-

This interview question is negatively phrased and is designed to uncover a lack of confidence or weakness. When giving your answer the key is not to admit to inadequacies, but to focus on meeting, and surmounting challenges which form a regular part of the salesperson's job. An example of a skill, or lesson learned as a result of overcoming a difficulty is seen as indicative of a positive and determined attitude.

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Question # 56

Tell me why are you leaving your current employer?

Answer:-

If you've been employed before, try to make this sound positive.

* You're looking for more of a challenge

* Your current role is too restricting or doesn't give you enough responsibility.

* etc

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Question # 57

Tell me what have you done to increase your margins?

Answer:-

Be specific. You should come prepared with at least three examples of ways you personally contributed to increased pharmaceutical sales. Back up your points. Before the interview, write three specific situations in your current or previous jobs when you attained goals. Example: "I increased the sales of X with my three-part strategy of..."

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Question # 58

Explain me about a time when you made the wrong decision?

Answer:-

This is something that might be very difficult to answer. Whatever you choose to talk about, important to remember is to say what the outcome was and state what you learned from this experience. Don't say that you were fired!

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