



THE HIRE TALENT
A TALENT ASSESSMENT COMPANY

Interview Questions Design Sales Consultant

*Custom benchmark for in
home sales person*

Sales

- What have been your favorite selling experiences?
- What's the most common reason that people who don't buy from you give as the reason for declining the sale?
- Describe how you prepare for a sales call for a new client. What questions will you ask the client?
- Tell me about your most difficult sales experience.
- Tell me about your sales volume over the past three years. What have you done to influence it?
- How do you get up-to-date information from customers and what do you do with it?
- What kinds of presentations have you made to customers? How did you prepare for them? What challenges did you have?
- What do you do in the event that the client's initial answer to you is "no?"

Design and Problem Solving

- What questions do you typically ask your clients before getting to work, and how do the answers factor into your design decisions?
- Please provide examples of the types of things you have designed.
- What drives your design decisions? What are some of your biggest inspirations?
- How do you balance function with aesthetic appeal?
- Has a client ever been dissatisfied with your design?

Composure and Customer Service

- Did you ever have an experience where you fell behind schedule? If so, what did you do to make things right?
- Tell me about a conflict you handled well and one you didn't handle well.
- How do you go about establishing rapport with a client? What have you done to gain their confidence? Give an example.
- Tell me a time you almost lost a client, but you were able to turn it around.
- What process do you use to calm an upset client?

Technology

- What design software programs do you have experience with?
- How do you build and maintain a network of possible clients?

Hire A-Players Every Time You Hire

BOOK YOUR FREE DISCOVERY CALL

“I feel as though I have a ready consultant on my shoulder ready to assist and discuss with me any difficult choices that result from the results of the testing. They have this area nailed, and I am very satisfied and content with the system.”

“All of the people I have hired since going through the FACT-based Hiring System have been my top performers. The system has greatly improved my team!”

“I love the performance management software! It allows me to keep track of all my hires and their metrics in one place! We have been able to push our hiring process faster than ever before!”

[Scheduling Link](#)