



THE HIRE TALENT
A TALENT ASSESSMENT COMPANY

Interview Questions Outside Sales

A person who is proficient with all aspects of being a salesperson. Heavy emphasis on cold calling, new business development, and closing.

Sales

- As our outside sales representative, how will you allocate your time between tending to existing customers and going out and finding new clients?
- 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?
- Have you ever had to persuade a group to accept a proposal or idea? How did you go about doing it? What was the result?
- What do you do in the event that the customer's initial answer to you is "no?"
- How do you build a network of possible clients?

Composure and Customer Service

- Tell me about a conflict you handled well and one you didn't handle well.
- How do you go about establishing rapport with a customer? What have you done to gain their confidence? Give an example.
- Tell me a time you almost lost a customer, but you were able to turn it around.
- What process do you use to calm an upset customer?
- What would you do if a frustrated customer complained about a widely known problem with the company's product?

Communication and Collaboration

- Tell me a time when you successfully coordinated with various departments to provide exceptional customer service.
- How do you disseminate information to other people? How do you decide what's important?
- How do you explain complex information to a person not in your industry?

Technology

- What software programs do you have experience with?
- What are your best and worst technical skills?

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](#)