

# 40 SALES INTERVIEW QUESTIONS TO EXPECT IN YOUR NEXT JOB INTERVIEW

QUESTION 21	HOW DO YOU PRIORITIZE YOUR SALES ACTIVITIES AND MANAGE YOUR TIME EFFECTIVELY?
QUESTION 22	HOW DO YOU COPE WITH SLOW SALES PERIODS?
QUESTION 23	HOW DO YOU HANDLE A CUSTOMER WHO SEEMS INTERESTED BUT HESITANT TO CLOSE THE DEAL?
QUESTION 24	WHAT WOULD YOU DO IF YOU FOUND OUT THAT A COMPETITOR WAS OFFERING A SIMILAR PRODUCT AT A LOWER PRICE?
QUESTION 25	HAVE YOU EVER HAD TO WORK WITH A TEAM MEMBER YOU DISAGREED WITH?
QUESTION 26	HOW DO YOU ENSURE A LONG-TERM RELATIONSHIP WITH A CLIENT AFTER CLOSING A SALE?
QUESTION 27	AFTER WORKING ON A MAJOR DEAL FOR MONTHS, THE CLIENT DECIDES NOT TO GO FORWARD. WHAT STEPS WOULD YOU TAKE IMMEDIATELY FOLLOWING THIS DECISION?
QUESTION 28	HOW DO YOU APPROACH UPSELLING AND CROSS-SELLING?
QUESTION 29	A CLIENT SAYS THEY'RE HAPPY WITH THEIR CURRENT PROVIDER AND SEES NO REASON TO SWITCH. HOW DO YOU RESPOND?
QUESTION 30	HOW DO YOU SEE THIS ROLE IMPACTING YOUR CAREER DEVELOPMENT?
QUESTION 31	DESCRIBE YOUR IDEAL SALES MANAGER.
QUESTION 32	CAN YOU TELL ME ABOUT A TIME YOU COLLABORATED WITH A TEAM TO CLOSE A DEAL?
QUESTION 33	HAVE YOU EVER TURNED DOWN A SALES PROSPECT?

# Sales Executive Interview Question For Fresher

**Dr. Ravi Kumar Gummadi**



## **Sales Executive Interview Question For Fresher:**

**You Are Hired** Mohammad Ashfak, 2020-12-19 Most young adults in India have no idea about charting their career I can say this with 100% confidence I have trained over 50 000 students in last 7 years as a well known Motivational Speaker and a Career Coach I am invited to different colleges across India to train students on how to crack interviews and get campus placements I am spilling the secrets related to cracking interviews getting hired and most importantly not be afraid of being fired Getting a pink slip actually makes you appreciate the true potential of your abilities or lack of it As a coach I know that educational qualification is just one of the gateways to grab a dream job You can get fired from a job but you cannot get fired from your gift So find your gift and you will always have work Take advantage of the amazing journey and experience I have been through to get your dream job The book will motivate every student and professional who is struggling to gain stability and better career goals **The 310 Job Interview Questions Answered Plus How to Prepare Answering Questions**

Gyan Shankar, 2020-10-19 This revised and updated guidebook is for students engineers freshers as well as professionals to help them prepare for interviews for technical and non technical roles in a wide variety of career areas The book pinpoints what employers are asking with every question and more importantly what they want to hear in response At the outset it has a complete list of 310 questions The book has multiple answers and tips to a wide spectrum of questions respectively Open Ended Behavior Situation Job Fitness Why you should be hired Target Job and Employer Management Teamwork Goals Stability Qualification Joining leaving Interrogation Aptitude Salary IT and The Final Questions This guide will prepare you to leverage the trickiest questions to your advantage This concise and accessible guide offers practical insights and actionable takeaways By the end of this book you will have gained enough knowledge to confidently pass a job interview and succeed in your career The author is a former HR Head a head hunter a management consultant a faculty and an author He has years of experience in directly interviewing candidates for hiring from entry level to higher up positions for many companies His books on interviews group discussions management career and self help are highly acclaimed He holds Master s Degrees and Post Graduate Diplomas i e MBA PGDBM FWOE PGD HRD and MA double *Sales Management* ,1952 **SECRETS OF**

**GETTING YOUR DREAM JOB** Jaison Adhappilly, 2017-12-30 Congratulations You are one step away from embracing a victorious position in your career This indeed is a tough period for any aspiring candidate who is looking forward to kick start his career or for anyone who wants to change his job role or for those unfortunate ones who lost their lucrative job But when we analyze the real reasons behind those who fail in their candidature for their dream job we can easily realize the fact that they all lacked the skills that their employers were looking for During challenging times only those with exceptional skills make it through In this book Jaison Adhappilly gives sureshot result oriented techniques to make your DREAM JOB a reality even during tough times Make this COVID time fruitful by learning new techniques to get your dream job This book also helps any employee to gain a competitive edge and climb up his career ladder faster than others **Interview.in** Capt.

Satabdi Chatterjee,2022-07-28 A job interview rarely lasts longer than an hour but its consequences may last for years To identify as the most suitable candidate for the interview one has to certainly prepare well in advance But how My effort starts from here Interview in is a one stop solution to prepare someone for any kind of job interview within a very short period This book is a complete manual for interviews by which a candidate can easily learn the technicality of winning an interview It is advisable to read only one lesson per day and take 14 days to bloom yourself gradually In today s corporate culture or any service industry a degree is not enough to get a job Many surveys say that every company wants candidates who fit the job as well as fit the corporate culture How they describe fit depends on many factors everything in fact from skills to personality This book will help you to brush up your potential bloom your personality give 100% performance in interviews and succeed in your life All the best *Best Entry-level Jobs* Ron Lieber,2004 Are you worried about finding yourself in an entry level job that fills your day with chores like changing the toner cartridge on the Xerox machine Let s face it your first job out of college can be a rude awakening But take heart it doesn t have to be that way *Best Entry Level Jobs* reveals where the best first job opportunities in the country are and what you need to do to get one of them We give you an inside look of hiring procedures salaries benefits and where entry level hires usually work We ve interviewed hundreds of people who currently hold the entry level jobs featured within these pages and they share with you their experiences and opinions about Getting hired Salaries Job responsibilities On the job training Co workers and corporate culture Opportunities for advancement **Interview IT & ICT Jobs** GYAN SHANKAR,2020-06-26 This book is all about how best to nail the IT first job or a job change or a career break On perusing the book you will be knowing how to deliver for in the end employer would like to hire you It extensively covers the topics What Interviewers look for in an Interviewee to hire How to be a Perfect Interviewee How to Create Great Impression Interviewee s 40 Common Mistakes Speak the Language the Employers Like How to manage Nervousness Turnaround Open Ended Job Fitness Why You Should Be Hired Target Job is followed with examples of dynamite answer strategies that will impress interviewers and generate useful information for decision making purposes It additionally contains 1 IT ICT job Titles Roles 2 Job based Question Bank 3 IT ITC Technical Questions Answers The book is a complete package to crack Interview for IT ICT Jobs *RECRUITMENT AND SELECTION PRACTICES OF IT COMPANIES IN ANDHRA PRADESH – A STUDY OF SELECT UNITS* Dr. Ravi Kumar Gummadi,2015-09-01 A highly successful organisation is built on the strengths of exceptional people No matter how much technology and mechanisation is developed no organisation could survive and prosper without them Luszez and Kleiner 2001 The most important corporate resource over the next few years will be talent smart sophisticated business people who are technologically literate globally astute and operationally agile And even as the demand for talent goes up the supply of it will be going down This seems to particularly hold true in case of the IT ITES Information Technology and Information Technology Enabled Services industry in India which requires high quality and highly skilled labour force to cater to the rapidly increasing global demand for software services but is

currently facing an increasing shortage of skills supply Moreover due to shortages of skilled workers high turnover rates and rapid business growth in the service sectors it has been noted that recruiting selecting and placing applicants are among the top three priorities of human resource professionals Since the IT industry in India is faced with these three challenges recruitment and selection comprises an important human resource practice in this industry Further in this industry human resources comprise both the raw material and the technology and are therefore of prime importance As India completes the transition from being an agrarian economy to being a full fledged first world economy operating at the leading edge of contemporary technology the IT sector is emerging as major driver of the economy The Indian IT industry comprises of domestic software and services firms as well as foreign firms looking to consolidate their presence in India owing to the increasing cost pressures in US and Europe This has increased the need to setup in house development centers or outsource to third party service providers in low cost countries such as India IT and IT enabled services include a wide range of services from back office data entry and processing to customer contact services corporate support functions knowledge support functions and research and design activities As per the latest Forbes Research India now controls 44 per cent of the global offshore outsourcing market for software and back office services As per Nasscom estimates it is projected to grow to 51 per cent If this growth is sustained Nasscom has estimated that there will be a potential shortfall of above 2 10 000 IT and ITES professionals in India by the year 2012 and demand will out pace the supply Though the Indian IT industry is in a strong position to leverage this global software opportunity as India currently has one of the world s largest most qualified pools of scientific and engineering manpower this growing global demand is not only for numbers but also for appropriately skilled industry oriented professionals as companies are further scaling their operations and offering high value added services which involve higher levels of technology and more specialized higher end services Hence firms which want to maintain their competitive advantage have to carefully recruit and select the most suitable out of the large pool of available manpower Moreover according to a recent study by McKinsey Co although the potential supply of talent in low wage countries such as India is large and growing rapidly only a fraction of the job candidates could successfully work at a foreign company on account of their limited suitability i e though there are many candidates with the technical skills to fill a position they may not have the cultural skills to fit in with the organisation The same issue is also faced by large globally competitive domestic Indian firms who are competing for the same pool of talent and skills as their foreign counterparts to remain competitive and survive in global and domestic markets

Finding My Power of Want Tony Hebert ,2024-04-01 The instinct to want is present from the start of life as we all yearn for our first nourishment at birth Want possesses an unquenchable appetite that relentlessly drives us towards the satisfying flavour of success The insatiable desire for success is an aggressive force that compels us to pursue our dreams relentlessly Our wants in our life keeps pushing us forward shaping our actions goals and feeding our hunger for success The power of want for family happiness productivity genuine friendships good fortune good

health spiritual support self confidence or self care is inherent in human behaviour Finding My Power of Want by Tony J Hebert examines how self awareness hard work preparedness and community support contribute to achieving one s life goals Even in the face of doubt and uncertainty self awareness serves as our guiding compass to stay on track The concept of wealth accumulation is not heavily tied to want Wanting good friends a loving family a successful career and genuine happiness all play a role in one s success in life Hebert s autobiography explores his life journey of discovering the power of want and how it contributed to his career and retirement success Furthermore he skillfully tells the story of his personal relationships beginning at age 8 that sparked this ability offering guidance on how readers can harness their self awareness to pursue their dreams and goals The book further explores the power of community and personal ambition as well as the heartbreaking emptiness that comes when your support system falls apart Hebert s book is dedicated to all those who made a positive impact on his life such as coaches cheerleaders peers family mentors neighbours health and church leaders and the countless volunteers who joined him in bettering their community He names hundreds of them Finding My Power of Want is an innovative study of human behaviour using his personal experiences as a map to highlight its significance This is a must read for those who want to develop self awareness and harness their personal power to achieve both their personal and community goals

*Give the Interview You can be Proud of* Ankit Singh,2018-04-30 Art Science to Ace Your Job Interview Tame Inner Demons Shine in Group Discussion Devise Perfect Resume Hi friend Are you nervous in facing interviews or find yourself lost while giving a GD Never sure what to talk or what not to talk in interview Then this book is exactly what you need Interviews are not a stand alone process and Group Discussions form an important stage of selection A good CV resume means you are already halfway through the process Hence the book has covered all three of them to ensure integrated preparation The book is extremely useful for anyone who is going for an interview GD or is planning to give one be it for a job or an MBA entrance Whether you are a student a recent graduate or have work experience this book will certainly guide you to prepare better for the interviews and GD Through this book you will Learn to generate content for interview Get sample answers for standard interview questions Learn the common mistakes that candidates make to avoid them Learn techniques which employ Science and Psychology to drive the interview in your favor Know how to handle the internal factors which are inside the mind and play a major role in selection or rejection Learn to succeed in GD Learn to make a perfect CV even from scratch Know The Do s and Don ts

**Brand Journalism** Andy Bull,2013-06-26 Responding to the newly emerging trend of organisations hiring journalists to create content on their behalf Brand Journalism is the first comprehensive practical guide to this hybrid form of traditional journalism marketing and public relations This textbook takes a direct and practical approach to the subject showing journalists and journalism students how they can apply their skills to working for a brand and showing those who work for non media organisations how their organisation can acquire the skills necessary to become a multimedia publisher Areas covered include Establishing the audience your brand wants to engage with Identifying your

organisation's business goals Developing a brand journalism strategy to help deliver those business goals Measuring the results of your brand journalism strategy The book also features a wealth of case studies on the subject and offers an invaluable companion website [www.brandjournalism.co.uk](http://www.brandjournalism.co.uk) Pratiyogita Darpan, 2009-01 Pratiyogita Darpan monthly magazine is India's largest read General Knowledge and Current Affairs Magazine Pratiyogita Darpan English monthly magazine is known for quality content on General Knowledge and Current Affairs Topics ranging from national and international news issues personality development interviews of examination toppers articles write up on topics like career economy history public administration geography polity social environment scientific legal etc solved papers of various examinations Essay and debate contest Quiz and knowledge testing features are covered every month in this magazine

Agri Mechanica Er.RATHINAVEL S, 2024-09-20 Discover Agri Mechanica A Career Guide for Agricultural Engineers meticulously crafted for students and educators specializing in Farm Machinery and Renewable Energy disciplines This comprehensive book spans 18 chapters delving into fundamental agricultural machinery and advanced technologies such as drones precision machinery robotics and renewable energy It serves as an invaluable resource for academic and career preparation featuring diverse question types including situational management and interview prompts alongside traditional formats These are designed to enhance readiness for competitive exams and professional challenges Each question set includes key terminology to introduce and solidify essential concepts encouraging deep understanding rather than rote memorization Whether preparing for ICAR PG Ph D entrance tests ARS exams or state level competitive exams Agri Mechanica equips readers with practical insights structured around industry perceptions and corporate aspirations Embrace Agri Mechanica as your essential tool to sharpen knowledge and excel in the dynamic field of agricultural mechanization

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**Advocate** ,2005-01-18 The Advocate is a lesbian gay bisexual transgender LGBT monthly newsmagazine Established in 1967 it is the oldest continuing LGBT publication in the United States      **The Illegal Entrepreneur** Yash Vinod Modi,2019-12-25

A passionate engineer is struggling to get desired package in the market Situation is surrounded by the expectations of parents desires of girl friend and gossips of people around him His friends making their way in the career that made him depressed He met people who changed engineering field just because of lack of proper job and salary At the end he wrote letter to Prime Minister for letting them know what is wrong with the education system But situation got some twists Frustrated and jobless engineer met with someone who is running scamming business His strong ethics and discipline denied that offer at first but situation changed again Engineer defined new scamming process and started fraud business from his small bedroom All my life People kept humiliating me You don t have sufficient skills to earn a single rupee And actually they were right because I wanted to play with dollars Some incidents some pain some mistakes and The End How a scholar and ethical engineer became Scammer who introduce himself as illegal entrepreneur journey towards answer of this question is the story



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