

Top 10 Interview Questions with Unique Answers

1. Introduce yourself or tell me something about yourself

Unique Ans: **Thank you so much for giving me the opportunity to speak !**

My Name is Amit Dagar (Don't say "Myself Amit Dagar)

I have completed MBA in Marketing from Delhi University. Here, I have learnt Marketing & Professional Skills, Team Management and Leadership Skills which make me capable to increase the productivity and results

I have a total of 5 years of experience in Sales & Marketing. Since last 2 years, I am working as Assitt. Manager Sales & Marketing in ABC Company where hands on experience with modern sales & marketing tools & techniques and leading a team of 5 enthusiastic sales persons i.e Sales Intelligence Tools, Digital Tools and Leverage Referrals etc. this contributes brand building and increased the sales by 20 %. I engage my team with full participation not just passing the information.

With this experience in sales & marketing, I am looking for an opportunity to take the next step in my career.

I am a result oriented person and passionate to work with an organization having a healthy professional environment like yours where I can give my best and create values.

2. Why do you want to work here?

Unique Ans: **I am looking this opportunity as a way to contribute to a fast growing organization having a healthy professional environment.**

This is a nice opportunity for me to move and develop a new perspective with a challenging role (Specify those challenges).

As per your JD, your company is looking for a Manager-Admin with strong Communication, People Skills and in Technical skills. My experience & skills are best fit for the role. I am well versed with different computer skill & software, required for this job.

I find my skills, knowledge and experience are best match for this position.

I am very much excited to work with you and your organization.

3. Why do you want to change?

Unique Ans: I am working with my previous company for 5 years and learned a lot. However, I feel like a change of jobs will help me to grow my abilities and expand opportunities for career advancement. I don't want to become stagnant in this industry and understand that change is sometimes necessary for taking new challenges & experiences.

It would be a mutual benefit for both of us as I can contribute and create values immediately and I will be facing new challenges and learning new skills for growth.

4. What is your greatest strength?

Unique Ans: I have strong communication skills (Or any relevant skill that is a requirement of the job role)

- ▶ I believe that my strength is how to understand people as everyone is a unique personality and they have their different requirements. Understanding those requirements and then addressing them more impactful and effective. This skill made me an effective manager over last 2 years. Because this job involves in team handling, **I know that my communication and interpersonal skills make me an ideal fit for the position.**

5. What is your greatest weakness?

They want to check how honest you are and how you are capable to do this job as well as how much you are aware about yourself. And if you need to change something about yourself then what it is.

Sample-1:

I am not good at Public Speaking. For, this, last year, I have joined a group/class where I was practicing a lot. And now I am at comfortable level and soon I shall be handling it completely.

6. Where do you see yourself in next 5 years from now?

(They want to check that you are here for a Goal not getting a Job)

Unique Ans: In next five years, I shall be better than today and will be known for my work. (Don't highlight the positions)

7. Tell me about the gap in your resume?

Unique Ans: My last Company was downsizing because of Covid effect in the market. They had to let some people to go. I was one of them. But they gave me a recommendation letter. During this gap, I have learn some skills and got certifications (List those skills and tell them) which make me more capable to do this job. **(Or you can give some personal or medical reason).**

8. What will you rate yourself out of 10?

Unique Ans: Give **8 out of 10** as **I am better but we have always a scope of learning and to be the best**

9. What is your salary expectation?

Unique Ans: Don't tell a number, tell them a range and be flexible on it. (Before the interview, have some salary insights on same job role and the industry).

10. Do you have any question for me?

Unique Ans: (Always say: Yes) Ask these questions:

- a) What is your ideal candidate looks like?
- b) Do you find such qualities in me during this interview?

Connect me for more clarity
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