## Business Development Staffing Executive Sales/BD

1. [“Tell Me About Yourself”](http://biginterview.com/blog/2011/09/tell-me-about-yourself.html)

20+ years, IT, Technology,

1. Which roll you have been work in the entire pipeline?

sales & recruiter

1. [“Describe Your Current Position”](http://biginterview.com/blog/2013/05/describe-your-position.html)

both sides

1. [“What is your strength?”](http://biginterview.com/blog/2013/03/what-are-your-strengths.html)

maintain and build relationship, identify

1. [“What is your weakness?”](http://biginterview.com/blog/2014/02/what-is-your-greatest-weakness.html)

**Tech Questions:**

1. Did you every work in IT & Finance niches? If so, can you talk about how did you build your network in IT & Finance niches?

Connects, find relationship,

1. If you work in our company, what is your strategy to bring in new clients?
2. Are you comfortable with new technology? Currently, what software or database are you familiar with?

Bullhorn, ATS, icms

1. Do you have any experience with Back Office? Like: balanced approach, cost analysis, payroll funding, etc.

people soft (connect with bullhorn)

1. [“Do you have any questions for me?”](http://biginterview.com/blog/2011/08/best-questions-to-ask-end-interview.html)

Very knowledgeable and 20+ experience!