



35 Interview Questions for the Sales Superstar

		Fierce	Prepared	Professional	Confident	Strategic	Opportunistic	Passionate	Relentless	Dedicated	Competitive
1	Why are you interested in working for us?				X						
2	Why should we be interested in hiring you?		X	X	X		X				X
3	Who is the best salesperson in your current company? Why not you? (or who other than you...and why?)	X			X		X		X		X
4	What motivates you?	X						X			X
5	How do you prepare for a sales call?		X			X	X				
6	Did you choose sales or did sales choose you? Why?	X								X	
7	How do you continue to improve your sales skills?		X	X				X		X	
8	What do you LOVE to do?							X			
9	What do you love most about sales?							X			
10	Tell me about your sales/follow up system.		X	X						X	
11	Would you rather go after new accounts or call on existing accounts?	X									X
12	What would your best customer say about you?										
13	What would your worst customer say about you?										
14	What makes a great salesperson?										
15	What makes you a great salesperson?										
16	What are your thoughts on calling on upper management?			X	X	X	X		X		
17	What are your thoughts about firing a customer?			X	X	X					
18	How would you rate yourself in these 10 areas?										
19	What is your idea of the perfect boss?				X						
20	Tell me about the most grueling sales experience you have ever had.								X		
21	If you had all the money you ever needed, but still needed to work, what would you do?				X			X		X	
22	Who would you love to meet?							X			
23	What business or sales book have you read lately that has impacted you? What impacted you? Why?		X	X						X	
24	What are your thoughts surrounding prioritization as it relates to sales?		X	X		X	X				
25	Talk to me about strategy.					X					
26	Talk to me about your best win? Why did you win? What did you do?	X							X		X
27	Tell me about your worst loss? Why did you lose? What did you do?	X									X
28	What would the inside support people at your current company say about you?			X		X					
29	Talk to me about "reading the room."			X		X	X				
30	How would your customers rate you in these 10 areas?										
31	Why should I hire you instead of the (the name of the salesperson he named in question #3)?				X		X		X		X
32	How did you prepare for this interview?		X								
33	What are the 3 main reasons people buy from you?										
34	Where do you want to be in 5 years?										
35	Please show, or send, me a letter that you have written a customer.			X							
36	What questions do you have?		X		X						