PROMINEO TECH

Career Services Assignment 4 – Soft Skill Interview Prep

Instructions: Find a job post online for a role and company you would like to apply for. Answer the following questions as if you were being interviewed for the job. Research the STAR method of answering behavioral interview questions and where applicable, utilize the STAR method in answering the below questions.

How did you hear about this position? (Make sure you remember where you heard about the role so it doesn't look like you are just applying randomly to every position possible.) I saw an add on Indeed which intrigued me.

What do you know about the company? (Research the company, website, products/services, and reviews. Talk about good reviews that make you want to join.) They have recently laid off employees but are still hiring. You are looking for new and skilled coders to join their team.

Why do you want this job? (Be very specific. Talk about what appeals to you about the role but focus more on the value you'll add to the team and company rather than what the company will do for you.) I want work for a company that is innovative and on the cutting edge of technology. I am excited about being part of a team that will create new web resources with Amazon.

Why should we hire you? I am an expert in customer experiences and sales. I have been able to test software iterations while at Verizon, creating use cases to prevent issues in our web based solutions. I have completed a coding bootcamp and mastered creating JavaScript and HTML projects to enhance my skills.

What is your greatest professional achievement? (STAR)

My greater achievement was successfully launching a 1000 person call center with a new sales process. I did weekly follow ups with the coaches and outliers to drive success. In the end I was able to increase SP100 by 10% in the first month and 15% in the next 3 months. This was just the start for SP100 and allowed me to travel throughout the US implementing new sales processed for additional sales.

Describe a difficult work situation and how you overcame it. (STAR. Never speak negatively about anyone else or any companies. Perhaps talk about change you experiences, as change is always difficult to overcome.) I recently joined a new team and was working on a large project

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where my team was going to take over the training after the seminar concluded. Two weeks out from the launch of the in person seminar, the project manager and my team had a meeting where I brought up how we were going to handle covid testing and communication. The project manager asked if covid was still a thing and we didn't need to have people test prior to attending the seminar. I provide the covid resource name and contact information and told them to reach out to make sure we are in compliance for the team. Well after the first three days of the seminar we had over twelve people test positive for covid. After the small covid outbreak the project management team sent out emails about testing prior to and having a negative test to attend the follow weeks seminar. I provided the information to the Covid resource team on the conversation and continued on with executing my part of the training and being a good partner to the project manager team. Because of the outbreaks, my team had to hold a short notice virtual session for those who could not attend. Luckily, everyone who was supposed to go to the seminar attended either an in-person or virtual session and was able to learn the new sales process. We were able to successfully train over 435 people and hold follow up sessions.

What are your goals for the future? (Make sure you answer in a time bound manner and talk about how you are looking to learn as much as possible in your field.) I want to immerse my self into the culture and learn all about your coding process. In 2-3 years, I would like to be in a leadership role and helping new coders grow their skills.

Why are you leaving your last job? I have always been interested in working for Amazon. And after completing my coding bootcamp, I now have the skills to open that door.

What is your salary expectation? 85,000-100,000