

Possible Interview Questions for Sales Executive (Abrigo Realty LLP)

1. Tell me about yourself.

- They want to check your communication and self-presentation. Summarize your education, skills, and why you're suited for sales.

2. Why do you want to work in real estate / Abrigo?

- They're checking motivation. Explain your interest in property, career growth, and alignment with the company.

3. What do you know about our company?

- They're testing research effort. Mention their projects, services, location, and what appeals to you.

4. How do you handle rejection?

- They want to see resilience. Talk about staying positive, learning from objections, and following up.

5. How would you generate leads?

- Practical sales thinking. Mention referrals, networking, online/offline marketing, and field visits.

6. How do you close a deal?

- Sales and negotiation skills. Understand client needs, highlight benefits, and create urgency.

7. Describe a time you achieved a target.

- Shows goal-orientation. Use real examples with situation, actions, and results.

8. What will you do in the first 30 days?

- Planning and initiative. Learn projects, visit sites, and start building leads.

9. How do you stay motivated?

- Attitude and persistence. Mention self-goals, small wins, and resilience strategies.

10. How would you prioritize leads?

- Time management. Classify leads (hot/warm/cold) and focus on high-potential clients.

11. What are your salary expectations?

- Budget alignment. Be flexible or ask about their range first.

12. Do you have real estate experience?

- Domain relevance. If none, emphasize willingness to learn and interest.

13. How will you build trust with clients?

- Relationship skills. Talk about honesty, communication, and follow-up.

14. If you have 5 leads and limited time, how do you plan?

- Decision-making. Prioritize hot leads, schedule efficiently.

15. What questions do you have for us?

- Curiosity and engagement. Ask about training, targets, commissions, and growth opportunities.