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| from: | **Begina, Pete** <pbegina@amazon.com> |
| to: | Oleksii Saiun <oleksiisaiun@gmail.com> |
| date: | Nov 18, 2020, 2:16 PM |
| subject: | RE: Develop the Future with Amazon |
| mailed-by: | amazon.com |
| signed-by: | amazon.com |

Hi Oleksii,

It looks like we currently do have one BIE role open now. Here is the job description. Let me know if interested in this:

<https://www.amazon.jobs/en/jobs/1340830/business-intelligence-engineer-ii>

Below is links to resources for preparing to interview at Amazon.

**Link to Amazon’s Interview website:** <https://www.amazon.jobs/en/landing_pages/interviewing-at-amazon>

**Amazon Leadership Principles:** <http://www.amazon.jobs/principles>

The principles are an important aspect who we are at Amazon and the culture we maintain. As you review the 14 principles be prepared to answer a question about your work delivering on a project, challenges you might have faced, problems you had to work through, meeting a deadline, etc. You will be expected to walk us through various example in your life in which you exhibited the leadership principles. Print out the leadership principles and jot down examples you can talk about related to those principles (For IN-PERSON interview). Bring the printout with you, it will help you visually remember your examples as you go through your day.

**Sample Behavioral Questions:**

* Tell me about a time where you sought out perspectives other than your own to make a product/service/project better?
* Tell me about a time when you had to analyze facts quickly, define key issues, and respond immediately to a situation. What was the outcome?
* Tell me about a time when you linked two or more problems together and identified an underlying issue? Were you able to find a solution?
* What three things you are you working on to improve your overall effectiveness?
* Give me an example of when you took an unpopular stance in a meeting with peers and your leader and you were the outlier. What was it, why did you feel strongly about it, and what did you do?
* How do you drive adoption for your vision/ideas? How do you know how well your idea or vision has been adopted by other teams or partners? Give a specific example highlighting one of your ideas.
* Tell me about a time when you realized you needed to have a deeper level of subject matter expertise to do your job well?

**STAR technique to help you process your thoughts to answering questions:**

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| **S**  **T** | **SITUATION/TASK - Describe the situation/task you faced and the context of the story**  Answers the questions: **where** did this occur, **when** did it happen, **why** is it important?  **Probing Questions:**  · Why is this important? What was the goal?  · What was the initial scope of the project? What were the challenges?  · What were the risks and potential consequences if nothing happened?  **Challenge Questions:**  · Why did you choose this story to illustrate a xyz accomplishment?  · What other stories can you think of that demonstrate…xyz?  · Could you come up with an example that is more recent? |
| **A** | **ACTION - What actions did you take?**  Answers the questions: **what** did you personally own, **how** did you do it, **who** else was involved?  **Probing Questions:**  · Deep probe functional expertise and/or assigned core competency.  · Were you the key driver or project owner?  · What was your biggest contribution? What unique value did you bring?  · What were the most significant obstacles you faced? How did you overcome them?  **Challenge Questions:**  · What did you do specifically versus the team?  · How did you set priorities…deal with xyz problem… or get manager buy-in?  · What decisions did you challenge? Why? How did you influence the right outcome? |
| **R** | **RESULTS - How did you measure success for this project? What results did you achieve?**  **$** Cost savings, revenue generation  **#**Quantify to understand volume, size, scale  **%** Percentage change, year over year improvements  **** Time to market, implementation time, time savings  **J** Impact on the customer, the team  **d**Quality improvements  **Probing Questions:**  · Why did you choose to focus on these results? What other results were important?  · You mentioned revenue, what percentage change is that year over year?  · What trade-offs did you have to make to achieve this? (quality, cost, time)  · I’m concerned about… (The time it took, the volume, the customer impact), tell me more…  **Challenge Questions:**  · What were the lessons learned? What would you have done differently?  · How would you improve the process or result today?  · How would you implement this at Amazon?  · How did these results compare to your actual goals? (refer back to goal stated in Situation) |

**From:** Oleksii Saiun <[oleksiisaiun@gmail.com](mailto:oleksiisaiun@gmail.com)>  
**Sent:** Tuesday, November 17, 2020 9:30 AM

