Replace these answers with your own. Everytime you go to an interview, write down the questions they asked you here and the answers you gave (or should have given).

* Tell me about yourself
  + I’m an experienced CDN Project Manager. Having worked as a CDN Architect, I have acquired multiple skills on Product Management, CDN technology and time management skills, which came thanks to 2 years as a CDN pre-sales engineer in Huawei between 2006 and 2008. There, I managed an RFP for the biggest IPTV contract in history (20MM USD) for AT&T and won it. Also, working for the last 4 years as a CDN Architect in AT&T since 2009, I have piloted deployment of CDN platforms in California, Tennessee and New York for 10MM Users. My multitasking abilities and attention to detail are proven as I simultaneously developed High Level Deployment Designs for California as at the same time I was testing new Akamai releases and additionally coordinating the installation of the platform in Tennessee. I have created two startups: "CDN4U" in 2012 and "7 steps to the job you want" in 2013, which proves my entrepreneurial spirit.
* What interests you about this opening?/why do you want to work for us?
  + Amazon is a professional and well respected organisation. It is also a well-established organisation who I have known for many years. I do not only appreciate the work Amazon does but I have come to know Amazon employees as extremely knowing and professional. The biggest motivation for me is to be part of this team that is not only transparent and very driven by a common cause, but also knowledgeable and committed. I am enthusiastic about the startup mentality in the advert: to work in such a huge company while having a small team, work efficient, produce results mindset sounds challenging and extremely interesting. Not only am I motivated by the current position for which I am applying but I also feel Amazon is an organisation that I would definitely consider for a longer term engagement. I can only guess what interesting and challenging opportunities lie ahead with Amazon but I am definitely ready to find out.
* What do you know about our company?
  + That you are making a dent on my salary every month, you might as well deduct it from my paycheck! I’ve been an Amazon customer for years, and it is really amazing how far you have gone in giving us exactly what we’re looking for, for prices that seem unbeatable. On the corporate side, the fact that the company hasn’t “made a nickel” since it started 9 years ago speaks of your long term planning and incredible commitment to developing the best services with an aggressive investment strategy that can only be rivaled by a few other giants.
* Why did you leave your last job?/Why are you thinking about leaving your current job?
  + I am looking for a new challenge, not because I don’t enjoy my current job, but because the amount of work and the number of projects are so large. I feel I cannot focus on specific issues or aspects for very long. The day to day challenges are huge and I would like to spend more time improving specific issues and projects. I also feel I am ready for a next step in my career in which I can guide and support colleagues more and set out lines and priorities at a higher level. In my personal life I am also looking for something else. Finally, your job description really stood out to me and sounded like something I could do, plus I’d learn and work on things with a more important dimension.
* Tell me about your experience at your startups.
  + Well, the most important thing I’ve learned during my startup work is that motivation really is essential. There is no way you can perform at the top of your condition unless you believe in what you’re doing, you see the purpose of your actions and yo know what the end game is. Working 80+ hours a week also made me realize that free time is as important as working time: it is impossible to do your best if you don’t rest. The CDN4U experience was particularly interesting, as we were selected among the top 20 ideas of European startups and got to pitch on the big stage at the WebIT Expo in Istanbul. The value of time management, delegation, having concise and clear objectives and saving time to rest is undeniable. With 7 steps it’s been easier and harder at the same time: I’m working on my own for this last start up, which means I have to do many things I’m not used to or pay for them, and also the motivation needed is even bigger, since there is no direct backup to keep the morale high in case you feel like it’s not moving forward.
* What experience do you have doing CDN deployments?
  + As I’ve mentioned, I was the go-to person and Project Manager for DCN deployments in New York, Tennessee and California for AT&T in the last 4 years. I also participated in the cache installation in Oregon and South Dakota as a High Level Designer, and I was also part of the team that tested the Akamai platform in our labs to make sure what they claimed on the manuals was correct and the equipments performed at the expected figures.
* Tell me about your biggest strengths.
  + If I’m on fire, I’m unstoppable. When I’m the zone, things happen, no problems can’t be unsolved, no issues can hamper the moving forward. I know how to find consensus when needed and take command of a situation to unlock it. When the goals are fixed, the purpose is clear and the deadlines are set, I get to work. And work gets done. Besides all risk planning, I understand there are always things outside of our control that might hinder the project, I don’t care about those. If I can’t control them, no need to spend time on them.
* Tell me about your weaknesses
  + Whenever there is a deadline approaching, if I feel like someone's not going to make their contribution on time, I've had a tendency to take over and finish the work myself. I've identified this lack of patience and I'm working on raising signals and coaching if I can before taking over, to respect my coworkers and make sure we all understand each other as well as the goal at hand.
* Tell me about when you had to take initiative … you had to deal with a difficult customer … you had to respond to a crisis … you had to give difficult feedback to an employee …
  + While running the RFP to take the IPTV contract as a pre-sales engineer, there were 4 vendors bidding for the project. My work was to make sure Huawei’s evaluation sheet was impeccable: you can’t argue with numbers. There were some clear signs of favoritism on AT&T’s side, and we were not being taken into consideration properly. In order to ensure that our tests to prove our capacities were crystal clear, I went down myself to AT&T’s labs and took each and every AT&T testing engineer through a rundown of our platform. I explained and tested over and over with clear, concise data, traces and demonstrations proving that our devices deliver what we promised, and we were doing it at their premises, using their equipment with their testers. This methodology guaranteed that every single “low rank” employee was convinced Huawei had the best solution, and the results proved it. No matter how they tried spinning the issue, Huawei clearly came out on top, based on numbers, figures and demos, not promises and marketing. We won that bidding.
* How does this position fit in with the career path you envision for yourself?
  + I’m ready for more. Amazon is a giant, I want that challenge. Your networks are bigger, your platforms are more stressed and your goals are clear, I like that. The startup mentality you’re asking of me is also very motivating. This job will let me work in an environment that I find interesting, with projects that are bigger than I’ve done before and put me to the test every day. I think it’s the perfect fit for me right now: learn, take on bigger challenges, and bring the startup culture into a huge company. We’ll take it from there
* Where do you see yourself in five years?
  + I want to be a CDN guru. I think it ain’t that far from now. I want to go to conferences and events where I will be able to present the most impressive innovations and advancements that we’re making happen here in Amazon. I want to be inspiring people to do more, to challenge themselves and awe at what we’re doing and developing. I want my coworkers to think of me when they hit a roadblock or face an issue. And Amazon looks like a brilliant place to do so.
* What salary are you expecting to make here?
  + According to the research I made about this position, the salary range sits between 50 and 70k USD per year. I think the investment you would be making in me would be rewarded significantly thanks to my experience, and so I consider myself to be on the high end of that range.