

WHAT TO SAY IN AN INTERVIEW!



THIS IS WHAT I WILL COVER

- The 5 things the interviewer wants to hear from you in your job interview!
- Powerful keywords and phrases you can use when answering tough questions.
- Example **interview questions and answers** to help you prepare!

**What does the interviewer
want to hear from you in
your interview?**

The interviewer wants to hear the following 5 things:

#1. That you are positive, enthusiastic and hungry to get started in the role.

#2. That you are a fast learner, self-motivated and you will get up and running in the role quickly.

#3. That you have a sense of **business acumen**. You understand the importance of doing a great job, so their business succeeds.

#4. That you already have the skills and qualities that are a match for the job description.

#5. You have valid and genuine reasons for wanting to leave your current job.

What To Say In An Interview #1

#1 – Say in your interview that you have read the JOB DESCRIPTION.

You are going to be assessed against the job description, so it is essential you take the time to read it!



“TELL ME ABOUT YOURSELF.”

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~~“Thank you for inviting me to be interviewed for this position today.”~~

Having studied the job description, I have the necessary skills, qualities and attributes to perform to a high standard in the role.

I have strong attention to detail skills, I am a solid team worker, I have an innovative approach to solving problems, and I will always be a positive role model for your company.

Over the years, I have gained plenty of experience that will ensure I can quickly add value to your business and help the team I am a part of achieve its goals.

If you hire me, I am confident you will see a positive return on your investment based on my values, my strong work ethic and my ability to quickly fit into any team.”

What To Say In An Interview #2

#2 – Say in your interview that you have researched their company!

One of the main reasons people fail job interviews, is because they don't know enough about the company they are applying to work for.



HOW TO RESEARCH A COMPANY FOR A JOB INTERVIEW!

- ☐ **Visit their website ABOUT US page** and find out a little bit about their **history**, their **values** and **what they do!**
- ☐ **Look at their social media pages** and see what they have been up to recently – are they **running any promotions** or are they **launching any new products?**
- ☐ Have they **won any awards**, or have they been **recognized for good work** within their industry?

**“WHAT DO YOU KNOW ABOUT
OUR COMPANY?”**

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“Before applying for this position, I spent time researching your company to ensure it is a place I wanted to work at long-term.

Everything I found out has been impressive.

You set up business back in 2010 and you have a set of values that incorporate inclusiveness, fairness, outstanding quality and customer service.

I noticed on your social media pages that you have recently launched a new product that appears to be popular with your customers.

I also noted that you have been recognized as one of the best companies to work for within this industry, and more recently, you have been carrying out some great charity work in the local community.

Based on everything I have seen during my research I think you will be an exciting company to work for and I genuinely hope I am successful.”

What To Say In An Interview #3

#3 – Tell the interviewer you are ‘commercially-aware’.

Being commercially-aware means you understand that for their business to succeed, you must do a great job and treat their customers & clients with respect and appreciation.



“WHY SHOULD WE HIRE YOU?”

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“You should hire me because I have the skills, qualities and the experience to match the job description; I will get up and running very quickly in the role, and I am commercially aware.

What I mean by this is, I understand and appreciate that running a business is tough. The only way you will succeed and achieve your commercial and financial goals is if your employees work hard, they are totally committed to your goals, and they always treat your customers and clients well with a view to encouraging them to come back to the business time and time again in the future.

If you hire me over the other candidates, I am confident you will quickly see positive results based on my commitment to work and my loyalty to your company brand.”

What To Say In An Interview #4

**#4 – Tell the interviewer
you are leaving your
current job on good terms!**

**I guarantee the interview
question, *why do you want
to leave your job*, will come
up!**

**Be positive about your
last job!**



**“WHY DO YOU WANT TO LEAVE YOUR
CURRENT JOB?”**

“WHY DO YOU WANT TO LEAVE YOUR CURRENT JOB?”

“I want to leave my job simply because I am ready for a new challenge with a fresh and exciting company that has ambitious plans for the future.

My employer has been fantastic. Not only have we achieved some great things whilst I have been there, but they helped me to progress and grow professionally.

However, I feel I have developed as much as I can in my role, and I am seeking employment with your company because this is somewhere I can really put my skills and qualities to good use. I will leave my employer on great terms and I wish them well for the future.”

What To Say In An Interview #5

#5 – Say you are always looking to improve and develop in your work!

No interviewer wants to hire someone who stays stagnant in their role!
If you take responsibility for your own development, you are more likely to get the job!



“WHAT ARE YOUR STRENGTHS?”

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“My strengths are strongly aligned to the job description. I am very good at working with other people and I will always support my co-workers so that we achieve our aims.

I am comfortable working under pressure, and I have a flexible and adaptable approach to my work that means I will put in the hours needed to get all tasks completed on time and to the necessary standard.

I am someone who always embraces change positively and I see change as an important part of a company's progression.

Finally, one of my core strengths is the fact that I am always looking to improve and develop in my work. I will take responsibility for my own professional development so you can be assured that I will constantly grow in the position as the company grows too.”

What To Say In An Interview #6

#6 – Tell the interviewer you already have a plan of what you will do in the role if they hire you!

None of the other candidates will have a plan in place!

Tell the interviewer what you will do in the first few weeks of starting!



“WHAT MAKES YOU STANDOUT?”

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“Three things make me standout. First, I am highly-disciplined and I take my work seriously. We spend a lot of time at work and the time I do spend here will always be productive and focused on progression.

Second, I always strive for excellence and I expect other people to be the same. The companies that treat their customers the best will always win, and I only want to be a part of a team that is trying to be the best it can be.

Finally, the third thing that makes me standout is the fact that I already have a plan in place of what I will do in the role if I am successful.

I will quickly learn the role and get to know my co-workers and the objectives of the team. I will then put forward my strengths so these can be assessed as to how I can help the organization achieve its commercial goals.

I will then set to work on the tasks and projects I am responsible for to show you what I am capable of, and so I can also start repaying the trust you will have shown in hiring me.”

What To Say In An Interview #7

#7 – Tell the interviewer you want to build a career with their company!

Nobody wants to hire someone who will leave within the first year or so of starting work.

If you plan to stay working there for a long time, you are more likely to get hired!



**“WHERE DO YOU SEE
YOURSELF IN 5 YEARS?”**

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“I plan to build a successful career with your company, so in five years time I will either be in the same role as a trusted, loyal and high-achieving member of the team, or I will have gained promotion to a higher level.

In five years, I hope to have achieved some great things with your company and be seen as someone who you can rely on to do a great job.

I would also hope to be seen as someone you could use to help train up new members of the organization as and when they join in similar positions to myself.

Having researched your company before submitting my resume, this is the only place I want to work.”