

**Greeting:**

Hello \_\_\_\_\_, thank you for coming in today! We're excited to get to know you better. Good Afternoon.

**Interview:**

Can you start by telling us a little about yourself and your background in sales?

Why are you looking for work now?

What's your biggest strength and why?

What's your biggest weakness and why?

Why do you think you will be the #1 sales rep?

What specifically about your sales ability makes you different?

How are you able to overcome a bad day or a bad week/rut?

What separates you from every other candidate we are interviewing?

What do you define as a good leader?

Where do you wanna be in 5 years?

Why should we hire you?

What are your personal development goals & habits?

How do you feel about your ability to pressure a client into a close once they have shown they are a good fit and have the money?

What's your goal with all this?

**Throw Curveballs.**

**Questions for me & company?:**

**Close Out:**

Thank you for taking the time to meet with us, \_\_\_\_\_. We'll be reviewing all candidates and will reach out to you soon regarding the next steps.

Is there any reason we can't start today?