



Please tell me about your work experience as a Sales Executive.

I have been involved in a wide range of organizational responsibilities and conducting meetings with C- Level executives. I have strategically managed territories and have increased area revenue considerably in a short time. I train, motivate and assist reps. I also believe in being proactive and take on additional responsibilities as required. I often solve problems for clients whenever any grievance is expressed.



Tell me about a recent challenge you faced as a sales executive and how were you able to handle it?

At Konica Minolta, we have to keep customizing large orders for printers and imaging services and there is no room for error or delay. It is challenging to promise customization with imaging services. We had a client that needed to customize color palette prints pertaining to their industry brand. This customization was significant. We then had the challenge of convincing our team that this was the right step to take. It was difficult, but ultimately paid off.



Tell me about the quota that you have to fulfil in your current position. Are you able to meet your target?

Well, our quotas are very competitive and I am always on my toes to meet it. I normally hit my quotas, but this past quarter was tough and I didn't make it. I have a couple of clients in the pipeline and we will be able to finalize some deals pretty soon.



You have mentioned that you meet and communicate with C-Level executives. Tell me more about the challenges and some achievements you've had in handling this.

My work involves meeting CEOs and Chief Experience Officers. I have to sell my product in a brief, high stakes meeting, without a second chance to present. This is challenging. I have to keep my cool and make my point. I believe in being really well prepared and doing thorough research. I do a thorough study about the company, the industry, the company strategy over a consistent period, and then I prepare my pitch. You see all this has to come across in your presentation and I tell myself that winning the buy-in of the CEO is a step closer to winning the deal.



How do you balance demands from multiple stakeholders?

All too often there is conflict between stakeholder needs. This is an ongoing challenge and it surfaces in different forms each time. I have to keep all the interests of each stakeholder in mind and various perspectives in focus. I handle it by concentrating all business needs around the client and their requirements. This way I maintain a balance with all stakeholders. Of course, it's important to be tactful. You see what I have seen throughout my experiences is that the key is to make each person feel as though they have been treated as the most important stakeholder. You can then focus on the business.

