

## Clarity of communication

- Command over Content
  - Clarity of thought and expression
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## Suggestive Questions

### Fresher

- Tell me about yourself (introduce yourself)
- What were your marks/grades in graduation/school?
- What other extra-curricular activities were you involved in your school/college?
- What is your presence at social networking sites?
- Why do you want to work in sales profile?

### Experienced

- Tell me about yourself (introduce yourself)
  - What is your presence at social networking sites?
  - What was your job role in last company/dealership?
  - Why do you want to switch your current company/dealership?
  - What kind of salary do you expect?
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## Personality & Presentability

- Appearance
  - Body Language
  - Hygiene Factor
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## Suggestive Questions

- Observe the body posture.
  - Observe the appearance, how well-dressed the candidate is.
  - What are your hobbies?
  - Why do you want to work here?
  - Where do you see yourself after 5 years from now?
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## Attitude & Confidence

- Positive Attitude
  - Confidence
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## Suggestive Questions

- What are your strengths?
  - What are your weaknesses?
  - Observe if the candidate is fumbling while speaking.
  - If your colleague meets with an accident and he contacts you while you are busy at your child's/mother's birthday, what
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## Situation Handling Skills - if fresher

## Relevant Experience - if work experience

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## Suggestive Questions

### Fresher

- Sell a pen/ watch to the interviewer
- If you get an offer from competition dealership tomorrow, what will you do?

### Experienced

- Other than sales, what were your responsibilities when you worked for your last company/dealership?
- If a customer is asking for a delivery on the same day for a particular vehicle and you do not have stock. How will you handle s
- How will you handle a customer complaint logged due to your behavior with the customer while making a deal on new launch r
- References and any other career achievement you want to share