

Hospitality Sales Situations & Questions

Common Interview Questions

- I. Situation: You have never held a sales position.
 - a. Why do you want to be in sales?
 - b. Why do you believe you would be successful in sales?
 - c. What do you believe are key ingredients for being successful in sales?
 - d. What do you believe would be your strengths as a salesperson? Weaknesses?
 - e. Are you competitive? Can you give me an example of when your competitive nature helped you succeed at something?
 - f. Do you have personal and professional goals? Can you share an example of a time when you had a goal and achieved it?
 - g. How do you think you would handle a situation when a prospect decides NOT to buy from you?
 - h. Other?

- II. Situation: You have been in a sales position in the past.
 - a. Why are you interested in this sales position?
 - b. What is appealing to you about our organization? Why do you want to work for us?
 - c. Describe to me, what you believe is a successful sales process...from connect to close?
 - d. What type of sales process is most rewarding for you? A. Short-term, smaller size and more frequent. B. Long-term, larger size and less frequent.
 - e. Describe a typical day in your previous sales position?
 - f. What are your selling strengths and selling weaknesses?
 - g. Describe one or two of the most difficult challenges and/or rejections you've faced in the past and how you responded?
 - h. How would your past customers and managers describe you?
 - i. Other?