

Situational Interview Questionnaire for Sales Representatives

A **situational interview questionnaire** for sales representatives assesses candidates' problem-solving skills and ability to handle challenging sales scenarios. This tool helps identify individuals who can think quickly and adapt strategies to close deals effectively. It ensures hiring of sales professionals equipped to meet dynamic customer needs.

Sample Questions

1. A potential client seems interested but hesitant to commit. What steps would you take to move the deal forward?

2. You notice a competitor is offering a lower price to your client. How would you respond to this challenge?

3. A customer is unhappy with a recent purchase and is considering canceling their contract. How would you handle the situation?

4. You've been given a new product to sell, but you notice your team is struggling to understand its unique selling points. How would you assist your team?

5. It is the end of the quarter, and you are short of reaching your sales target. What strategies would you employ to meet your goal?

Instructions

Please provide detailed responses to each scenario. Your answers will help us understand your approach to handling real-life sales situations.