

Sales Coordinator Job Interview Questions And Answers



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Sales Coordinator Interview Questions And Answers Guide.

Question - 1:

What makes you a good sales coordinator person?

Ans:

I am very detail oriented, and that helps me in sales in many ways. I make sure that I know everything there is to know about the product I'm selling, so that I can answer any questions a customer may have to their satisfaction. I also like to know my territory in and out, and I like to find out about my customers personally, so I can better serve them.

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Question - 2:

What do you least like about being in sales?

Ans:

I really enjoy being in sales, and I try to look at the whole package when assessing my likes and dislikes. While sometimes there is a difficult customer, or a company who doesn't stand behind their product the way I'd like, the vast majority of the time, I am happy to help my customers, and proud of the companies I represent. When there is a small problem, I really believe it just helps to keep me focused.

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Question - 3:

Describe long term career goals?

Ans:

- * I expect to remain in sales throughout my career, moving from direct sales, and eventually into a management role.
- * I am interested in all aspects of the retail market, and see myself in the long term spending some time working in a variety of roles.

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Question - 4:

Which interests you most about this sales position?

Ans:

I'm an avid amateur golfer, and I find your company's products to be incredibly easy to use, and helpful to the average person. I believe selling something that I personally enjoy using so much makes me even more effective as a salesperson.

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Question - 5:

Which is more important, excellent customer service or a quality product?

Ans:

The quality product comes first. When you are able to provide a consistently high quality product, you are providing the customer with the most important aspect of customer service, a superior product experience.

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Question - 6:

Tell me what you find rewarding about being in sales?

Ans:

I think the most rewarding thing about sales is providing customers with the best service possible. I pride myself on making sure that a customer knows about the product they are purchasing, and has the ability to use it to its fullest potential.

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Question - 7:

Have you consistently met your sales goals?



Ans:

I have always met or exceeded my professional sales goals, and most often my personal ones too, especially in the last few years. I think with experience, I have learned to set my personal goals at an attainable level, very high, but not unreachable.

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Question - 8:

Which closing principles do you follow?

Ans:

- * Do not attempt to close until the buyer is ready.
- * When you propose a close, be silent until the buyer responds.
- * After the sale is made, quit selling.

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Question - 9:

How you land your most successful sale?

Ans:

My most successful sale was one where I had taken over a customer from another salesperson who had to leave suddenly. I immediately contacted the person, and let them know the situation. I knew that my colleague was having a difficult time getting the client to commit to the purchase of a large motor home. Part of it was circumstantial, but when I was given the opportunity to take over the sale, I was able to give the customer some reflection time, and was ultimately able to close the sale.

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Question - 10:

What are the key skills of sales?

Ans:

Common sales interview questions and answers revolve around how you view the skills involved in a specific sales technique or aspect of the sales process. For example, "What do you see are the key skills in closing a sale?" Answers to these types of questions should always focus on responding to the buyer's concerns and on how the product or service will benefit the recipient.

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Question - 11:

Do you prefer a long or short sales cycle?

Ans:

I prefer a longer sales cycle, because the pace can be adjusted depending on the individual client you are dealing with. Some clients like to have a lot of information about a product right up front, are knowledgeable, and have a lot of technical questions. Others are more interested in the personal benefits of a product, and with a longer cycle, I have the time to spend letting them know about the features that make this the right product for them.

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Question - 12:

How do you move on from a rejection?

Ans:

Rejections are common within sales jobs, and one of the primary reasons that most personalities could not handle sales roles. Try to downplay how hard you take rejections, but feel free and be honest about a technique you use to handle rejection or answer with something like, "I simply move on to the next prospect, because a rejection is simply a sign that the individual was not yet ready for our solution."

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Question - 13:

Are you uncomfortable with making cold calls?

Ans:

Any interview questions about your discomfort in sales should always be responded to with a "no" without any elaboration. If you are uncomfortable, reevaluate whether the position is right for you.

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Question - 14:

What are your most Important sales skills?

Ans:

Not everyone can handle sales. You need to have the right attitude and abilities. At your job interview, the interviewer will be looking for your sales skills, and the aspects of the process that help close deals. An example of a good answer includes "The ability to recognize both verbal and non-verbal cues to adapt the sales strategies you implement to impress the prospective buyer."

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Question - 15:

What you dislike about sales?

Ans:



Any time you are asked to provide a negative trait about the position you are applying for, you should tread carefully. An example of an answer that effectively resolves the question is, "Walking away from a sale when I know the prospect could benefit from our solution." This answer shows you know that there are times where you need to walk away and show that you understand that sales is about solutions.

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Question - 16:

Which closing techniques work best for you?

Ans:

Should be able to describe three different closing techniques.

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Question - 17:

How many contacts to make on a qualified lead?

Ans:

* Average number of contacts should be 12.

* Ask for the different types of contacts they make to qualified prospects.

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Question - 18:

How to handle price objections by customers?

Ans:

They describe selling on value, not on price.

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Question - 19:

Tell me about your sales process, given a qualified lead?

Ans:

Look for logical steps including building a relationship and asking about the prospect's needs as the first two steps.

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Question - 20:

Which was your most significant professional accomplishment?

Ans:

Keep asking for more and more detail to get insight into work ethic.

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Question - 21:

Which sales experience that demonstrates your work ethic?

Ans:

If they give a positive one, ask for a negative one. e.g. a time they failed and what they learned.

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Question - 22:

How to generate leads?

Ans:

Asking for referrals from current customers should be a large part of the answer.

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Question - 23:

Which types of products/services have you sold and how did you sell them?

Ans:

See if they understand how to sell "solutions" as opposed to "products" or "services".

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Question - 24:

Tell me the reason for your success?

Ans:

Should have had concrete goals with metrics.

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Question - 25:



Do you have any image of our company and this industry?

Ans:

Should have done a thorough job of research on your industry and company.

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Question - 26:

Which kind of goals motivate you the best?

Ans:

Should be enthusiastic about setting goals.

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Question - 27:

Which total compensation are you seeking?

Ans:

Should be comfortable with a large share of compensation at risk (at least 50 per cent).

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Question - 28:

How you regularly handle sales contracts or participate in the creation of contracts?

Ans:

Sales coordinators coordinate the specifics of sales before and after the actual sale. This includes handling contracts in a detail-oriented and responsible way so as to satisfy both company and client. Give examples of specific contract deals you participated in and your exact part in the process.

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Question - 29:

Tell me are you able to spend many hours a day being mobile?

Ans:

Sales coordinators communicate with everyone involved by every means available: phone, email, fax, as well as through personal meetings. Coordinators might have to meet clients on the various company sites and property to demonstrate their products.

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Question - 30:

How people skills are important to the sales coordinator?

Ans:

Sales coordinators do not work alone. They are part of a team. They coordinate information and action. They move back and forth between employees, departments, sub-contractors, and clients. As their title indicates, they are not only able to extract or communicate information, but to coordinate it as well, creating a coherent team-work environment.

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Question - 31:

Which skills are generally required to be a successful sales coordinator?

Ans:

The job of a sales coordinator is a versatile one and requires many skills. One of them is multi-tasking; sales coordinators are not narrow specialists and must be able to coordinate many activities simultaneously. This also requires organization and time management, as well as being detail oriented.

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Question - 32:

List some of the typical key tasks of a sales coordinator?

Ans:

A typical key task might be communication with existing and prospective customers. Coordinators answer queries, settle complaints, and maintain a consistent and productive relationship. Their goal is to keep customers happy and loyal, as well as to attract new customers to optimize sales.

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