

# **International Logistics Manager Job Interview Questions And Answers**



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# International Logistics Manager Interview Questions And Answers Guide.

## Question - 1:

How do you motivate staff as Logistics Manager?

### Ans:

Motivation is a key management requirement, and your answer should stress strong values like positive reinforcement for performance, training in higher duties, and other incentives.

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## Question - 2:

Tell me where do you expect to be in five years' time?

### Ans:

This is another question that allows you to show off your employer research and your understanding of your chosen career path. You'll want to come across as enthusiastic, but not arrogant. Tailor your response to reflect the nature of the organisation, the sector, and your own experiences and skills. Specific details will impress.

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## Question - 3:

Tell us what are your weaknesses or areas you would like to improve?

### Ans:

This is another frequently asked question. Everyone has weaknesses, but when answering this question in a job interview, stay away from personal qualities and focus on professional traits. Describe what steps you taken to overcome your weaknesses so that you can demonstrate areas of improvement. I am always working on improving my communications skills to be a more effective presenter. I recently joined Toastmasters which I find very helpful.

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## Question - 4:

Tell us what do you bring to our business, in terms of values?

### Ans:

This is an open ended question, and you can use it very effectively as a statement of your abilities. You will need to address each area of the logistics manager job's responsibilities, showing strong values and experience in each area.

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## Question - 5:

How do you manage your time and priorities tasks as Logistics Manager?

### Ans:

When a recruiter asks how you manage your time, don't just give an example of a time when you did this successfully. Your interviewer wants to know your tactics and strategies for getting yourself organised, so whatever approach you use to prioritising and listing your tasks, you should be ready to describe it.

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## Question - 6:

Why should we hire you as Logistics Manager?

### Ans:

Be prepared for this question because this answer will sell your story. Know clearly what you bring to the organization such as your knowledge, skills, experience, education/training and personal qualities that demonstrate why you are the best person for the job. Be able to show how you add value to the company. Always qualify your answers with quantifiable results you have achieved in previous jobs or assignments. This will add tremendous credibility!

I think I am a great match for this position. My degree in management coupled with more than 10 years of experience managing 100+ employees and delivering top



notch training, helped me to improve staff productivity by 30% and reduce employee turnover. I believe that I can do the same for your organization and would be a great addition to your team.

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### Question - 7:

Tell us how do you promote Occupational Health and Safety in the workplace?

#### Ans:

OHS is critically important in all areas of supply chain work. You need to cite a working example of full OHS awareness programs, including training where required.

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### Question - 8:

Why do you think you will be successful in this job as International Logistics Manager?

#### Ans:

This isn't an invitation to boast - you are being asked to match your strengths to the qualities needed to do the job. Don't forget, it's a very specific question. Why are you suited to this job, as opposed to any other? Thorough employer research will save the day, as it will enable you to match your skills, interests and experience to the job role and the company.

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### Question - 9:

Explain an example of a time when you handled a major crisis?

#### Ans:

Feel free to reframe the question. This is similar to asking 'Can you give an example of a time when you had to cope with a difficult situation?' or 'Give an example of a time when you had to cope under pressure'. However, 'crisis' is a much stronger, more emotive word. You may find it easier to give an example if you think back through your work experience, study, extracurricular activities and travel and come up with a time when you had to cope with an unexpected problem.

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### Question - 10:

Ask if you have any questions?

#### Ans:

Always be prepared to ask the interviewer a few questions as well. This helps to demonstrate your preparation and interest.

Sample questions might include:

- \* How would you describe a typical week/day in this position?
- \* Is this a new position? If not, what did the previous employee go on to do?
- \* How would you describe the company's management style?
- \* Who does this position report to? If I am offered the position, can I meet him/her?
- \* How many people work in this office/department?
- \* Is travel expected in this position? If so, how much?
- \* What are the prospects for growth and advancement?
- \* What would you say are the best things about working here?
- \* Would you like a list of references?
- \* If I am extended a job offer, how soon would you like me to start?

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### Question - 11:

Explain an example of a performance management method which provides staff options for additional work?

#### Ans:

Some forms of performance management encourage increased participation by staff, involving training programs, extra duties on a career track basis, and other incentives. Your answer needs to outline clear standards in this approach.

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### Question - 12:

Tell us do you know what behavioral interview questions are, and can you answer them?

#### Ans:

Behavioral interview questions are widely used by employers to gauge a candidate's leadership skills. For example, an employer might ask the following: "Describe a time when you were faced with a stressful situation that demonstrated your coping skills." Working in logistics requires tremendous versatility and a can-do attitude, so be prepared to answer a few tough questions.

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### Question - 13:

Explain what are your career goals and where do you see yourself five years from now?

#### Ans:

The key here is to focus on your achievable objectives and what you are doing to reach those objectives.

Within 5 years, I would like to become the very best mechanic your company has on staff. I want to work toward becoming the expert that others rely on. Hopefully, this will allow me to take on greater responsibilities with the company if the opportunity arises. I am also working towards additional certifications in the field to enhance my career potential.



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### Question - 14:

Tell us an example of client relationship management in a problem scenario in which the client has a legitimate reason for complaint?

#### Ans:

Customer relationships are a key point in logistics manager jobs. This is also a problem solving question, requiring you to illustrate the situation, define the customer relationship issues, and how you solved the problem.

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### Question - 15:

Tell us have you ever had a conflict with a superior or colleague? How did you handle it?

#### Ans:

Almost everyone has been in this situation. If you say no, interviewers will usually dig deeper until you can give them an answer. The key is to show how you reacted to the conflict and what you did to resolve it.

I think that everyone at some point has had a conflict at work whether it's with a supervisor or co-worker. I've found that when I'm in a difficult situation, it helps to communicate with the other person, understand their perspective and try to work out a collaborative solution whenever possible.

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### Question - 16:

As you know this position requires familiarity with a fully automated warehouse, including an integrated accounts database. Can you tell us about your experience working with these systems?

#### Ans:

This question requires a full answer detailing particular systems you've worked with in the past. The interviewers evaluate this experience in relation to the job requirements.

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### Question - 17:

Tell us an example of your lateral thinking?

#### Ans:

Lateral thinking is the ability to use your imagination to look at a problem in a fresh way and come up with a new solution. Companies prize employees with lateral thinking skills because without them, they can't innovate and create new products. Think about times when you've been faced with real-life problems and have somehow managed to overcome them. Chances are your solution involved an original, creative approach, and that's what employers want to find out about.

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### Question - 18:

Basic Logistics Manager Job Interview Questions:

#### Ans:

- \* Why did you choose this particular vocation?
- \* What interests you about the work you do?
- \* Why do you want to work for our company?
- \* Why do you want to leave your current employer?
- \* What have your achievements been to date?
- \* What do you know about our company?
- \* What can you offer our company?
- \* How do you respond to pressure?
- \* Tell me about the last time you disagreed with your boss?
- \* When was the last time you had an argument at work?
- \* What qualifications do you have that make you feel that you will be successful in your field?
- \* What do you think determines a person's progress in a good company?
- \* Can you get a recommendation from previous employers?
- \* What contributions to profits have you made in your present or former position to justify your salary level there?
- \* Can you take instructions without feeling upset?
- \* What is your greatest weakness?
- \* What reservations would I have about you as an employee?
- \* What motivates you?
- \* Are you willing to relocate?
- \* How do you spend your spare time? What are your hobbies?
- \* What type of books do you read? How many books per year?
- \* Have you saved any money? Do you have any debts?
- \* What job in our company do you want to work towards?
- \* What jobs have you enjoyed the most? The least? Why?
- \* What are your special abilities?
- \* How do you approach difficult or complex tasks?
- \* What types of people seem to rub you up the wrong way?
- \* Do you like regular hours?
- \* What is the most difficult situation you have had to face and how did you handle it?
- \* What have you done which shows initiative and willingness to work?
- \* Do you prefer to work alone or in a group?

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### Question - 19:

Fresh Logistics Manager Job Interview Questions:

#### Ans:

- \* What have been the biggest achievements in your procurement career?
- \* What do you like most and least about procurement?
- \* Give an example of a time when you have had a difficult experience with a stakeholder and how you resolved it.
- \* What tools and techniques would you use to implement a company-wide operational change driven by a procurement need to save money? And how would you get buy-in from stakeholders?
- \* What has been the hardest lesson you have learnt in procurement?
- \* Give an example when your perseverance resulted in a win for you and your organisation?
- \* Who has had the biggest influence of your career? And how have they helped shape you?
- \* What ongoing education are you undertaking?
- \* What would you like to be doing in two or three years? And what is your career goal in 10 years' time?
- \* What attracted you to apply for this role and to work this company?

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### Question - 20:

Tell me how to control the purchasing price?

#### Ans:

Some employers may ask you this to check your knowledge in purchase. It can be quite difficult for prospective employers to work out whether potential candidates are good, so this is your chance to shine.

When answering this question you could split up into following points:

- \* By alternative procurement
- \* Alternative supplier sourcing
- \* Vendor increases in different items
- \* Reducing production cost
- \* Procure best quality products
- \* Procure by ensuring product lifetime by supplier, which is most effective way of cost minimization.

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### Question - 21:

Tell us why are you leaving the Management? or Why are you leaving your current job?

#### Ans:

When answering this question, always focus on the positive: You are looking for a new challenge, more responsibility, more experience or a change of environment. Never be negative about your former or current employers or talk about negative experiences you had there.

I feel that the time is right for me to transition the outstanding skills and experience I obtained during my last four years in the military to the civilian job market. I received great training and/or education in the Army and have been given job assignments that have enhanced my technical skills, leadership ability and taught me how to meet deadlines and multi-task in a very fast-paced and often stressful environment. I can bring these same skills to your organization.

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### Question - 22:

Tell us have you ever had a bad experience with an employer?

#### Ans:

Graduate recruiters use some questions as much to see how you cope when you're put on the spot as to elicit a truthful answer. This question is a test of your ability to think on your feet and come up with a diplomatic response. Whether you sidestep the question by saying you've always got on well with your employers, or describe a tricky situation you've experienced that highlights your potential, you need to avoid attacking your previous employers. Also, take care not to incriminate yourself.

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### Question - 23:

Explain do you have work experience as Logistics Manager?

#### Ans:

If you're a recent grad, this might be tough one, but not impossible. An internship provides you with the experience employers want, perhaps more importantly, you'll have an opportunity to network with other logisticians, perhaps securing a job after you graduate. It's important though to balance internships with work because generally work experience is more highly sought after.

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### Question - 24:

Explain what are the challenges do companies faces as they try to improve Supply Chain Management?

#### Ans:

Employers are asking this question to check your problem solving skills to improve the present situation and to check how much you are updated with the present market challenges.

So, a good answer probably, that as companies are challenged with finding ways to meet ever-rising customer expectations at a manageable cost. To do so, businesses must identify which parts of their supply chain process are not competitive, understand which customer needs are not being met, establish improvement goals, and rapidly implement necessary improvements.

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### Question - 25:

Can you tell me some thing about your strengths?

**Ans:**

This is one question that you know you are going to be asked so be prepared! Concentrate on discussing your main strengths. List three or four proficiencies such as your ability to learn quickly, determination to succeed, positive attitude, your ability to relate to people and achieve a common goal, etc.

I have very good organizational and time management skills, but my greatest strength is my ability to effectively handle multiple projects and deadlines.

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**Question - 26:**

What motivates you as International Logistics Manager?

**Ans:**

You are particularly likely to be asked about your motivation in a strengths-based interview, which focuses on what you enjoy doing and what you do well. Your answer should draw on an example from your extracurricular activities, work experience or studies that suggests you would be strongly motivated by the job you are applying for.

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**Question - 27:**

Tell me on what basis would you fire a staff member?

**Ans:**

The only lawful bases for dismissal are well defined into types:

- \* Misconduct
- \* Performance
- \* Theft or fraud (A real problem in supply chains)
- \* Drug or alcohol abuse

Important: Please note that you must also refer to employer guidelines and staff policies for these issues.

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**Question - 28:**

Tell me do you have the five universal skills to be successful in a logistics-related position?

**Ans:**

When it comes to getting a job, it's important to be able to at least somewhat expect what types of questions will be thrown at you. Employers look for candidates with a variety of skills, but you can almost depend on them to be looking for those who possess the following traits:

- \* People skills
- \* Analytical skills
- \* Communication skills
- \* Computer skills
- \* Flexibility

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**Question - 29:**

Tell me what are the ways you would select to improve the logistics department of our company?

**Ans:**

Employers are asking this question to find out how much research you've done and whether you've got a full understanding of the company and the role. If you have got no clue about the company's purchase and logistics department, then tell them you do your research and find out what sort of improvement is needed.

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**Question - 30:**

Tell me what Attracted You To This Logistics Manager Vacancy?

**Ans:**

This is a good question for a lot of prospective employers to ask you at the start of the interview, as it allows them to weigh up your motivations. Obviously this question requires you to understand the job advert/spec inside and out, so have a good think about why you wanted to apply. There are lots of different reasons you could use; it could be that it was the company in particular or a specific aspect of the job description that you were interested in. That said; try not to use the salary as a reason, it just looks like you're only in it for the money, which is never a good sign for a prospective employer.

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**Question - 31:**

What are your salary expectations as Logistics Manager?

**Ans:**

Do your research and know your bottom line. Research the industry standard for the positions you are applying for in your geographic area. Whenever possible, try to defer the salary question on the first interview so that you don't under or over sell yourself. If pressured, be prepared to give the employer a salary range. I'm sure that your company offers a fair, competitive salary for someone with my education / training, skills and experience. I am also willing to negotiate for the right position.

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**Question - 32:**

Tell us what about this job interests you?

**Ans:**

The interviewer is listening for an answer that indicates you've given this some thought and are not sending out resumes just because there is an opening. Be clear



about why you are interested in the job and the value you can bring to their organization.

I've applied to companies where I know I can get excited about what the company does. Your company is one of my top choices. This job is really attractive to me because it combines my interest and experience in logistics and security with work in a more global business environment.

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### **Question - 33:**

Tell us an example of a time when you showed initiative?

#### **Ans:**

If an interviewer asks you to describe a situation in which you showed initiative, avoid giving an example of an idea you had but never put into action. It's much better to talk about a time when you not only came up with a solution to a problem but also acted on it. Then you can explain the effect your decision had when you put it into practice.

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### **Question - 34:**

Tell us what are your biggest weaknesses?

#### **Ans:**

The problem with this question is that you're being asked about your shortcomings, when your instinct, in an interview situation, is to keep your flaws as well hidden as possible. What you need to do is to frame your answer to as to give it a positive spin.

Strengths and weaknesses can be different sides of the same coin, so another way to approach this question is to think about how you overcome the potential downside of your greatest strength. For example, if you're a natural teamworker, is it difficult for you to cope with conflict or assume leadership abilities? How do you cope with this?

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### **Question - 35:**

Tell us are you prepared to answer the standard interview questions?

#### **Ans:**

Employers will also ask the most common interview questions such as:

- \* Why did you apply to this company?
- \* What types of jobs are you currently seeking?
- \* Can you handle stress? What are your strategies for managing it?
- \* Where did you expect to be career-wise in five or ten years?
- \* Why should we hire you?

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