



What Every Sales Candidate Should Ask In An Interview

Recently a member of our LinkedIn Group posted a video that sparked a discussion about the most important questions asked in an interview are the ones the candidate asks. Nothing could be more true than when you are applying for a sales position.

So what questions should you ask at the end of your interview? First, you should ask what is the next step in the company's hiring process. Secondly, you should inquire if, based on the interview today, whether you will be considered for that next step. If the answer is yes, then you should ask when is that step going to take place.



The reasons for these questions are quite simple. Not only is this critical information for you as a candidate to know, but it also shows you possess a higher level of sales skills as well. When you think about it, if you were interviewing someone for sales, wouldn't you expect them to ask these questions? After all, if they don't ask the right closing questions in the interview, then they probably won't ask them of a potential customer either, and are probably not worth hiring in the first place.

You can join this LinkedIn discussion and view the video at <http://lnkd.in/Y6TR6g>

Aim Higher!
Susan A. Enns, The B2B Sales Coach

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"I love B2B Sales Connections web site. It is an amazing resource for anyone involved in B2B selling."

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Do you need to know what to do today to sell more tomorrow?

Studies show that 25 percent of sales representatives produce 90 to 95 percent of all sales. Clearly, most people who have chosen sales as their career are not selling up to their potential and therefore not making the incomes they could.

Why is this case? It's not that the job can't be done because 25 percent are doing it, and doing it well. It's because the other 75 percent either are not in the right sales position or they truly don't know how to sell. If all sales people knew and did what the top 25 percent do, then all sales people would be selling more!

B2B Sales Connections wants to change that. We specialize in helping B2B sales professionals achieve their sales potential, either by connecting them to the right career choices, or the right skill set.

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"I have Susan's sales training book and I highly recommend it. She has produced a step by step process for winning at the sales game"

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