


CANDIDATE EMAIL:   
ROLE REFERENCE: test  
TEST TITLE: Sales Non-Manager Questions | Duration: 25min



DATE TAKEN: 30/11/2016  
TIME TAKEN: 16 min 36 secs

## QUESTIONS AND ANSWERS (AS TYPED BY CANDIDATE)

**QUESTION 1:** Describe a time when you had to work under a high degree of pressure. Please only be specific about what you have done with detail.

ANSWER:

I had to pitch a business idea to the board of directors in my previous employment, I created a 20 minute power point presentation, detailing my action points, requirements for support and results I hoped to achieve. I was then given additional projects and told to proceed with my idea.

**QUESTION 2:** Tell us about your most satisfying selling experience and why? Please only be specific about what you have done with detail.

ANSWER:

As I have had to work as a self-employed freelancer for a number of years, this has meant I had to ring up business owners selling my services. Over 2 years later, I still had that customer, which I think speaks volumes.

**QUESTION 3:** Describe a situation where you had multiple competing deadlines and what you did to deliver what was required. Please only be specific about what you have done with detail.

ANSWER:

I have had to manage my time very carefully for a number of years now, this has meant I give priority to most urgent work first, this has meant I never missed a deadline.

Powered by [www.recruitment-tests.co.uk](http://www.recruitment-tests.co.uk)

**QUESTION 4:** What is your worst selling experience and why? What would you do differently in the future? Please only be specific about what you have done with detail.

ANSWER:

I can't recall a single bad experience, maybe what qualifies as bad is when I have approached a potential customer in a 'bad' mood not being ready to face the worst, which has meant I felt really bad and low after a rejection.

**QUESTION 5:** How do you build relationships with other members of your team? Please only be specific about what you have done with detail.

ANSWER:

Is this business relationships or personal? Either way you try to be nice to them but not patronising! :)

**QUESTION 6:** Tell us a time when you went above and beyond your job requirement to meet a customer's expectations. Please only be specific about what you have done with detail.

ANSWER:

This has happened many times, one most recent one was when I gave a client a fixed price for a job I was going to do but ended up spending twice as much time on it...business cost - you win some you lose some!

**QUESTION 7:** What tools do you use to complete numerical analysis. Please only be specific about what you have done with detail.

ANSWER:

Not sure what to answer as I don't think I have ever had to use those...?!

**QUESTION 8:** Describe a situation where you have had to deal with an angry customer? Please only be specific about what you have done with detail.

ANSWER:

Fortunately this doesn't happen often, what I try to do is to understand where customer is coming from, explain my views very calmly and offer different solutions. Usually works! :)

Powered by [www.recruitment-tests.co.uk](http://www.recruitment-tests.co.uk)

**QUESTION 9:** Tell us about a time where you had to sell an idea to a group of people in a formal presentation. What was the outcome? Please only be specific about what you have done with detail.

ANSWER:

I can't remember such a situation to be quite honest... I have presented to a group of 3 or 4 not larger. I've done presentation in front of about 60 people, but not trying to sell anything...

**QUESTION 10:** When have you needed to solve a problem when you had to think outside of the square? Please only be specific about what you have done with detail.

ANSWER:

Oh, all the time! Not sure I can be more specific... I will expand on this when I get through to the interview as I might run out of time typing it all up here :)

**QUESTION 11:** Tell us about your most difficult experience in selling something. What made it difficult? Please only be specific about what you have done with detail.

ANSWER:

Again, very similar question answered above: when I am not prepared to face the worst answers, also when I am not prepared and don't know my subject fully

**QUESTION 12:** Describe a situation where you needed to influence different stakeholders who had different agendas. What approaches or strategies did you use? Please only be specific about what you have done with detail.

ANSWER:

Sorry can't remember, I haven't been in front of a stakeholders board

Powered by [www.recruitment-tests.co.uk](http://www.recruitment-tests.co.uk)