



Sales Representative Sample Project

Sales

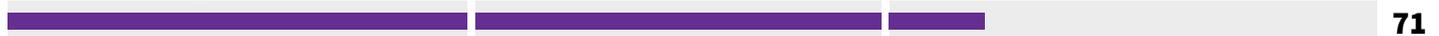
Sam Poole

▶ People With Similar Scores

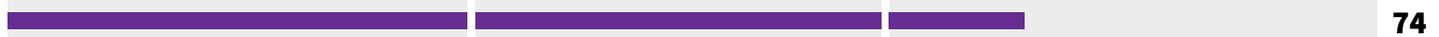
- Trust others' intentions even when under pressure
- Are confident in front of larger groups
- Want to take charge and get things organized
- Are charming and amusing
- Downplay their achievements
- Appear unafraid of risk even under pressure
- Are pleasant and easy-going
- Appear driven to win

Additional Competencies

Business Insight



Presenting to Others



LOW

MODERATE

HIGH

▶ Interview Questions

- Describe your communication style. Do you prefer communicating in email/text, over the phone, or by video/in-person? Why?
- What is the work accomplishment that you are most proud of?
- Think back to a time when you were able to convince a weary or skeptical customer and close a sale. What was your approach and what was the outcome?
- Describe a time when your ability to display confidence helped you win over a client. What was the situation and what was the outcome?
- Recall a time where your idea or plan required convincing someone else. Describe how you were able to influence them to see your perspective.
- Describe your relationship style with coworkers. Do you prefer working independently or in collaboration with others?