



3

Behavioural Questions to ask when hiring Sales Professionals



WOW

WOW

#HireGreat

1

Please walk me through a situation where you overcame a serious customer objection and still closed the sale.

How did you accomplish this?

#HireGreat

2

Tell me about a time when you didn't close an important deal.

What did you learn from it?

#HireGreat

3

Can you please explain how you plan a typical day or week and provide an example of **how you have adjusted this to respond to something unexpected happening?**



WOW
WOW

Get in touch or give us a buzz on
02 8320 0683
to get greater together.

