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Open-Ended vs. Close-Ended Sales Questions. While these questions seek more information from the source and are answered in the prospects own words, close-ended questions lead to specific answers, like a yes or no, or a multiple-choice option.

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When you interview for a job in sales you need to sell yourself to the interviewer. It is one of the most difficult types of interviews. They will have high expectations about your ability to persuade, and you'll have to do more than simply answer questions.

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In this article, you'll find the 26 most common sales interview questions, PLUS the types of answers your interviewer is looking for, so you can raise the bar on your interviewing skills. In my last 15 years as a professional sales recruiter, I have interviewed more than 6,000 sales candidates for sales jobs .

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answers to these critical questions, your sales operation may be in jeopardy.

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### 5 Important Sales Questions (& 5 Final Answers) | Inc.com

Most common interview questions for sales reps . Free yourself from the anxiety by preparing before going for a sales interview. Often you'll face similar kinds of questions in a sales job interview. So make a list of commonly asked sales questions and prepare the answer. To help you, I've listed a few questions below along with the answers: 1.

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### 6 Common Sales Job Interview Questions for sales reps ...

Learn to answer these sales interview questions and answers, and you'll be halfway home before you've even set out for the interview. 1/ Sell yourself in one sentence. It's an oldie but it still trips people up. Interviewers want you to think on your feet, but the answer to this one is best prepared beforehand.

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