

# Sales Management Interview Questions

These questions can be asked in any order. For best results, decide what responses you are looking for in advance. While the actual response may be important, it's more important for you to rank how you "felt" about it.

- Outline your sales management experience?  
Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- What are the most challenging aspects of sales management for you?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How would you characterize or describe your sales management style or philosophy?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How do you view your role as a sales manager? (Coach, mentor, manager, teacher, go-between, etc.)
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- What do you do about under-achievers?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- What would you do with someone who was your top producer but not a team player?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How often do you feel you should go out on joint calls with your salespeople?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- What is the purpose of making calls with your people?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How do you avoid being taken on comfort calls, visiting people who know and like the salesperson?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How do you deal with prima donnas, the people who feel they're superstars?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How do you convey bad news from management to the sales team?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How often do you feel you should have sales meetings?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.

- What is the general agenda for a typical sales meeting?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How would you deal with a situation where you are replacing a well-liked sales manager?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.
- How would you deal with a situation where the person you are replacing is now part of the sales team?
  - Rank your impression: 1 (Poor) 2 3 4 5 (Excellent) Circle one.