Sample Interview Questions for Sales "Openers"

- **Tell me about a time you had to open a territory from scratch, no relationships were handed to you and none of your prior relationships could be used. What did you do first, second, third?**

- **What were the challenges you faced as you went through the process and how did you prevail?**

- **Tell me the first name of one prospect who was very elusive, dodged you many times and then finally agreed to meet. Tell me the story.**

- **How many calls do you make in an hour? (Hint: the right answer is "It depends.")**

- **What do you do to get around the gatekeeper? (Hint: one right answer is "I enlist the help of the assistant.")**

From the blog:
https://www.koppconsultingusa.com/2017/01/15/the-most-important-question-to-ask-a-sales-hunter/

If you would like the "Now What" exercise to be used with the interview process, go to koppconsultingusa.com contact us, click "other" and specify Now What Exercise.

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