

How to Answer The 22 Toughest Interview Questions

DISCLAIMER

THIS SAMPLE SET BELOW IS A SINCERE ATTEMPT TO PROVIDE ACCURATE INFORMATION ON THE POSSIBLE Q & A DURING FACE-TO-FACE INTERVIEWS. HOWEVER, IT IS DONE WITH THE UNDERSTANDING THAT THE AUTHOR HAS CAPTURED THE Q & A FROM PERSONAL EXPERIENCES. THIS IS A SAMPLE TO GIVE A GLIMPSE OF A VAST SET OF 22 Q & A -COMPOSED BY THE AUTHOR ALONG WITH 9 BONUS QUESTIONS AS ASSIGNMENT. THIS IS JUST AN INDICATOR TO APPROACH THE QUESTIONS AND ARE RELEVANT TO THE AUTHOR AND NOT TO THE READERS. ANY NAMES USED IN THE TEXT ARE FICTITIOUS AND FOR ILLUSTRATIVE PURPOSES ONLY. ANY RESEMBLANCE TO ACTUAL PERSONS OR COMPANIES IS PURELY COINCIDENTAL AND UNINTENTIONAL.

Mentor's questions.

1. Can you tell the panel about yourself please?

Mentor's Response:

1. First of all, I want to thank you for inviting me for today's interview discussion.
2. As you know, my name's Mentor and I have an overall experience of close to 13+ years across Business development, Enterprise sales, Account Management, Vendor Management, Service, Presales & Post Sales, Support, Operations, and infrastructure management. My core experience in BD, account management is about 6+ years working at the cusp of Technology and BD specialising in enterprise software sales, security software sales, Retail sales, service, support & operations including (AI Solutions, end point security solutions, Data and Voice services and Embedded Electronics Software services) XXXXXX working with principal companies such as (AAAA, BBBB, CCCC, DDDD, EEEE, FFFF and GGGG) and telecom partners like reliance, airtel and Tata.
3. In terms of my background, well I started my career with MNC working at their San Jose and Bangalore R&D Centres. This stint had a deep interaction between the Technical, Sales & Business development teams which really paved the way for my transition from a Technical profile to a Technical Sales & Business Development profile. (maybe highlight some sales results too) i.e. 'over the five years, I achieved exemplary results in selling enterprise end point security solutions of KKKK and EEEE catapulting our market share from 7% to 16%.
4. After about close to 5 years at MNC, I was looking for more challenges and then I joined this Value-Added Distribution Start-up, ABC IT Solutions handling technical support, operations, and pre & post sales along with business development activities in India along with extension in the APAC region. As it was a start up, I had the unique opportunity of developing business (both B2B & B2C as relevant) by driving partner channel & enterprise sales for SMB/SME and large corporations for security software (KKKK & EEEE), ICT Services & Support (CCCC, IIII & MMMM products), embedded electronics. As a start up, I developed a 'hunter mentality to seek new opportunities and was also instrumental in starting an embedded electronics software service-oriented business model adding to the company's bottom-line.
5. After successfully spending about 9+ years at ABC, helping in transitioning the company from a start-up to mid segment firm, I decided to migrate to Australia for better opportunities and to provide a better quality of life for my kids.
6. I recently started a contract role as a Sales Manager with BBB Pty Ltd to drive their business development & enterprise sales unit handling BI & AI products, where I could

really get the company signed up for distribution and reseller agreements. It's a great company, however my goal is to move into a more complex solution sales role where I can sell into large corporates like I did in my previous roles working with XXX and XXX. That was the main reason to apply, as it sounds like a terrific opportunity and I am keen to learn more, thanks Mark/John/Trevor.

2. What was your last role about?

Mentor's Response:

Intro : My role @ ABC was an enriching and fulfilling one, as I was the first employee building the team and the organization from scratch.

Evidence / Example: It was a great opportunity to get a chance to work in a start-up after working at MNC. Had to adapt myself quickly and instantly from a comfortable ambience of a large organization to a start-up. I believe in disruptions as with that, great opportunities arise defining our true character.

1. **Situation (S):** I was involved in operations, technical support, pre & post sales with keen focus in building the business across different product verticals. It was chaotic but very challenging and fulfilling.
2. **Task (T):** I was driving the 40-seater Technical Call centre KPO across India, Channel Partner Engagement, Enterprise Sales development through hunting & seeking opportunities, where ABC was associated with, in security software, ICT services & support, embedded electronics and telecom sales.
3. **Action (A):** The role had given me exposure in handling clients not just in India but globally across APAC along with interactions with principal companies like IIII, MMMM, CCCC, KKKK and EEEE.
4. **Result (R):** There was this constant endeavour to build the partner community both in retail as well as in enterprise segment focusing on the strengths of strong technical expertise, pre- sales & post- sales support ensuring business development and thereby increase the market share in the AV industry from 7% to about 16% in between 2010 to 2015.

Conclusion: Overall it was very challenging, and I learnt a lot of skills like building business relationships with vendors, customers, partners with great exposure to challenges and eventually working through them and ensuring satisfaction for customers & partners while guarantying success and growth for the team, organization, and myself.

3. What do you know about our company?

Mentor's Response: (Recruiter had pointed out that it a Software Asset Management (SAM) company without specifying any details). Yes, no need to ask just yet.

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