# Field Representative Interview Questions

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| 1. In your experience, what is the key to developing a good team? (Look for how they build mutual trust, respect, and cooperation.) |
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| 2. How do you manage the performance of your sales people? |
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| 3. Tell me about your last experience recruiting, interviewing, or hiring an employee. What techniques did you find most effective in finding the right person for the job? |
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| 4. Name a time when your advice to management led to an improvement in your company or otherwise helped your employer. |
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| 5. Please share with me an example of how you helped coach or mentor someone. What improvements did you see in the person's knowledge or skills? |
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| 6. Provide an example of when you set expectations and monitored the performance of subordinates. What guidance and direction did you find most effective? |
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| 7. Provide an example of a time when you successfully organized a diverse group of people to accomplish a task. |
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| 8. Share an experience you had in dealing with a difficult person and how you handled the situation. |
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| 9. Share an experience in which you successfully shared a difficult piece of information. (Make sure that the candidate has open lines of communication.) |
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| 10. Tell me how you organize, plan, and prioritize your work. |
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