



# 10

## **INTERVIEW TIPS**

FOR THE SALES PROS

WHO NEED THEM.

1

**CLEAN UP**

YOUR LINKEDIN

2

**PREPARE**  
REFERENCES

3

**PRACTICE**

MOCK INTERVIEWS

WITH FRIENDS

4

**GET TIPS**

FROM HR

PROFESSIONALS

5

**STUDY**

THE ROLE

ADVERTISED BEFORE

THE MEETING

6

**COME ARMED**

WITH QUESTIONS AND  
GENUINE INTEREST

7

**CONNECT**

WITH KEY EXECUTIVES  
ON LINKEDIN AND  
READ THEIR CONTENT



8

**SPEAK**

TO PEOPLE WHO

WORK THERE TO GET A

REAL WORLD VIEW OF

THE PLACE

# 9

**TAKE A LOOK**  
AT THE COMPANY'S  
PRODUCT AND IT'S  
COMPETITORS.

Study the differences - is this a product you can sell?

# 10

## **FIND**

A UNIQUE ANGLE THAT  
YOU CAN ADD TO THE  
COMPANY, GIVEN  
YOUR BACKGROUND,  
AND PRESENT IT.

Is there a market in which they have less experience?  
Can you support them in that market?

