1) How did you hear about this position?

I heard from Jim Doe, my old colleague and college friend, that [Company X] was looking for a new sales director. He encouraged me to apply, saying that my experience managing a sales team at [Some Software Company] would be helpful for [Company X].

I've heard a lot about [Company X] from Jim, and I'm a big fan of the way you do things there. I've always wanted to work for a company with a flat organizational structure."

Why did you decide to apply for this position?

I've always wanted to put my engineering degree to a good cause - and the position as a Sustainability Coordinator at [Company XYZ] is just the right thing.

I've been following your company for the past few years, and I love how you're changing the renewable energy landscape in America.

What are your biggest strengths?

My biggest strength is that I'm good at picking up new skills. I've worked a variety of different odd jobs - things like working as a waiter, house-keeper, cook, and a lot more (as you've probably seen on my resume).

For most of those jobs, I ended up picking up all the needed skills within 1 or 2 weeks (with basically no previous experience).

So, I'm pretty sure while I don't have any experience as a bartender, I have the right certification, and I believe I can get good at it within a week or two.

What do you know about this company/organization?

I hadn't heard about you until recently, actually. I found out about [Company X] through your job ad on RandomJobBoard.

After doing some brief research on you guys, I ended up falling in love with your software and your mission.

Now, I've worked with a ton of different project management software - Example Software 1, Example Software 2 - but none of them were as intuitive and as Example Software 3.

Why should we hire you?

Well, as a start, I have all the skills and work experience required for the job. I've worked as a Sales Manager for 5+ years, and over the past 2, I've closed several deals totalling in 6-figures.

Oh, and on top of that, I have experience working with tech companies, so I'll be able to pick up all the product specifics much faster than the other candidates.

Do you have any questions for us?

Nope, all good! Thanks, I'll go show myself out.

Where do you see yourself in five years?

As a start, I want to learn if accounting is the right field for me. While I loved what I studied at the university, I want to see if working in the field feels the same.

If I do end up enjoying it, I'd like to specialize in either internal auditing or forensic accounting, as I really like to discover and solve problems. From what I've seen from your job ads, you guys are hiring for both, so I hope it's going to be possible to move up from the position of an "intern" within the next few months!

Why were you fired?

"The main fault was in miscommunication. The interviewer was unclear about the job responsibilities - from what I understood, they were looking for a senior-level marketer to oversee their email marketing operations.

At the end of the day, though, it turned out that the company was looking to experiment with email marketing, and specifically for someone to set it up from scratch.

While I did my best to deliver, in the end it turned out that their niche doesn't actually need email marketing. This was against the management's vision, so that decided to let me go."

Are you a team player?

"I'm much better at working in a team than alone, actually. That's what I love about working in advertising - everyone has their own specific type of a creative spark, and when you combine it all, magic happens!

I'm good at both leading and following in terms of creativity and brainstorming. I'm also super receptive to others ideas, and do my best to help them execute it without nay-saying or criticism."

Do you prefer hard work, or smart work?

"I don't particularly have a preference - I believe that both hard and smart work is important to get the best results.

Smart work, on one hand, lets you figure out the best and most efficient way to get things done.

Hard work, on the other hand, means that you'll do the job right. Even if there's no way to do it smart or efficiently, you'll be willing to put in long hours of work to get it done.

I'm the type that does both.