

# Interview Cheat Sheet

SALES ENGINEER DEVELOPMENT COURSE

**Name of interviewer** \_\_\_\_\_

- 3 interesting facts from their LinkedIn Profile

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- Mutual Connections (familiarity)

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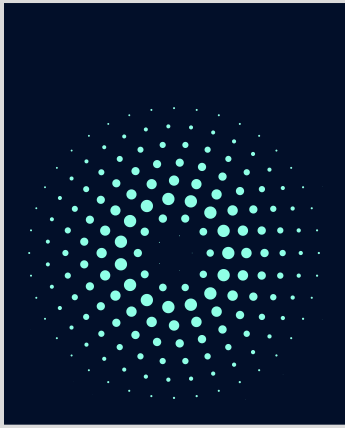
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## Story Bank

Think ahead of time stories you can reference to answer behavioral interview questions



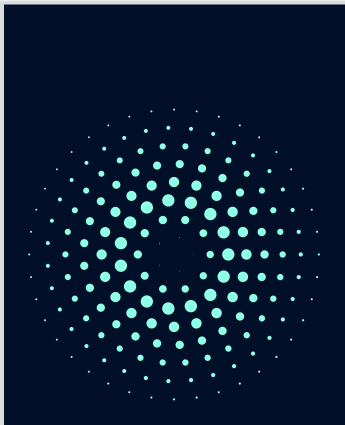
- “Tell me about a time you failed and what you learned.”
- “Tell me about a time you disagreed with a colleague and how it was resolved.”
- “Tell me how you learn new things.”
  - Explain why you can learn the tech. *If you are still learning have a story ready of another time you learned something.*

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## Why I’m a Fit For the Role



- How is your experience as a sales rep an asset and not a liability?
- Detail where you are at in your technical learning journey. Show you are already taking steps before you have the job.
- Be strong in your convictions! Do you believe that business matters more than tech? Can they feel your conviction?

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## 1 Minute “Tell Me About Yourself”

Many interviewees don't think ahead of time how they will provide a succinct 1-minute summary of themselves and their experiences

**Who am I?**

**Where have I gone in my career?**

**Where do I want to go?**

## 3 Prepped Questions About the Interviewer/Role/Company

Make sure to reference you have prepped questions when they ask about any questions you have. *This will show you are prepared.*

1.

2.

3.

## Concern about the job

*The interview is for you to find out about them, too.*

## Salary Requirement

*Never answer this question! They have a range defined for the role. If you share a lower range they will not pay you more!*

“My salary requirements are flexible. Can you please share the range for the role?”

“Coming from a job as a sales rep, I understand the structure will be different. It would really help me to understand the range you are working in for this role.”

## Notes from Previous Interviews

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## Checklist

- Set up Video Conference technology
- Block work calendar for interview time
- Send a Thank You Note/Email
  - Date you are committing to do this. \_\_\_\_\_
  - Is it in your calendar?