

Sales Executive Import Interview Questions And Answers Guide.



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Sales Executive Import Job Interview Preparation Guide.

Question # 1

Explain what do you mean by the term Import and Export?

Answer:-

Import is the trading process, when we buy various resources such as products and services, carry them from another country and ship it to the home country. Export is the supply of these resources from home country to another country for shipment purpose.

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Question # 2

Why do you want to work for this export company?

Answer:-

DON'T play into their hands here. This one is loaded with the presupposition that you want them. As with meeting for the first time girls, don't give the game away too early.

"While I liked what I read on your web site and in the job spec, I'm not yet convinced that this job is right for me. would you mind telling me why you like working for this company?"

After they've sold the company to you, you're on a more even playing field, and can go into specifics about what you like about the industry, company and position.

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Question # 3

What makes you think you can do this job?

Answer:-

You risk coming off sounding conceited or being cross questioned if you answer this one too early. Instead consider the following answers as possibilities.

"I don't yet have enough information about the position and your company, to tell you that I can do this job."

Continuation 1: "Since you've invited me to this interview, could you please tell me what you see in my qualifications and experience that make you believe I can do this job?" (I'm not looking for assurance from them; I answer and ask with confidence in order to obtain information) If the interviewer does not have a copy of my resume present, I will instead ask if he or she has had the opportunity to review my resume.

Continuation 2: "Would you mind if I asked a few questions I've prepared to get to better understand the job first?" The employer would be unreasonable to say "no", and you can come back to answer their question later once you know more about the position.

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Question # 4

Are you punctual?

Answer:-

Are you? If you are, then great, this question will be a breeze for you to answer.

If like me you're the type who likes choosing your own hours, and can get lost in analysis or code for hours, working late, and get the job done, then you need to think about this one carefully.

"I'm very results driven, I get the job done and have often worked late hours to stay on top of projects to meet deadline. So how important is arriving bang on time and watching the clock by comparison?"

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Question # 5

What are C.F.R. & C.I.F.?

Answer:-

C.F.R. is the short form of Cost and Freight & C.I.F. means Cost Insurance and Freight.

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Question # 6

Tell me what is Consignee?



Answer:-

It is a firm, person or representative, to whom a shipper or seller sends merchandise .He, is considered as the owner of the merchandise for the reason of the imbursement of customs duties.

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Question # 7

Why are you leaving your present export executive job?

Answer:-

One of the easier questions to answer if you have excelled and outgrown the position.

So how do you handle if hate your job and have Shrek for a boss? Talk more about the future and the position being offered than the past and your current job.

"There are limited options currently in my present company, and the position you need to fill looks to offer some interesting challenges." Then move on to ask a question about the position.

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Question # 8

What is Shipment?

Answer:-

Shipment is an act or an illustration of shipping the resources.

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Question # 9

Where do you see yourself in five years as Import Sales Executive?

Answer:-

If you have a charm and a great sense of humour, you could say "Doing your job", but I personally wouldn't gamble on it.

Be careful to think about your job prospects for the interview with this company. If you're only taking the job for what it has to offer you in the short to medium term, then you better feel comfortable answering this question.

If you're still in your twenties, you can answer with: "When I left college, I thought I had my career mapped out for 10 years. Experience has taught me not to get ahead of myself with career planning. I've learned a lot about myself with each position. So I prefer to now be open to more career paths to gain the necessary experience" Then ask: "What do you see as possible career paths for the person who takes this position?"

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Question # 10

Explain C.F.R. & C.I.F. works?

Answer:-

Cost and Freight indicates the delivery of the goods on top of a container through the payment of all the ordinary charges and to get the shipment to the named docks by the seller. There are always several risks in this shipment. Cost Insurance and Freight specifies that there is automatic arrangement of insurance for the sellers.

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Question # 11

In what area do you feel you need improvement?

Answer:-

A more subtle form of the "What are your 2 weakest areas?"

Option 1: Mention weaknesses that won't affect this position much. If its a position that involves constant change and challenge, then mention that "I get bored easily doing the same thing over." (if it's true of course). If it's an early start, mention that: "I have more energy earlier in the day, and tend to get tired in the early evening. This was a problem in a previous shift job."

Option 2: Talk about an area that you're currently working on, or have recently solved. "This position requires project management experience. I've recently taken a course on MS Project, and have just successfully delivered a freelance project where I project managed outsourced developers."

Option 3: Talk about weaknesses that they can already see on your CV, be the first to bring these up. If they bring them up, you'll likely be on the back foot and will lose the opportunity to stay on top of things during the interview: "Your role has staff management responsibilities, and as you can see from my Resume, I haven't yet had direct report responsibilities." Of course if you have vacation or part-time staff management experience, mention it here. Don't try excuse it or play it up, else you'll be seen as trying to compensate for a weakness. Remember: They invited you in for the interview despite this weakness, so if they weren't overly phased by it, you shouldn't be either.

Continuation: "After reading through my Resume, what do you see as my areas for future improvement?" You don't want to leave the interview room with the employer never giving you a chance to answer the REAL question behind this question.

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Question # 12

How to fire off at your interviewer:

Answer:-

So the time comes for you to ask your own questions. Your questions reveal a lot about you, and they are your chance to know if you're walking into a mine-field of a position. Here are some favorite questions to fire off at your interviewer:

- * Is this a new position?
- * What skills would the perfect candidate have?
- * What are the ways you measure the productivity and effectiveness of this position?
- * How soon do you plan on hiring someone?
- * What are the critical issues that require immediate attention?
- * How many people have previously been in this position?
- * How long have you been with the company?



- * Is there someone in addition to you that will make the hiring decision?
- * Who would be doing my job in the event of my vacation absence?
- * Would I be expected to perform anyone else's duties in the event of another employee's absence?
- * Do you have a policy and procedures manual?
- * Who would I be reporting to?
- * Could you tell me more about your company's IT / growth / company strategy?
- * How often does the company promote progressive employees and how soon can I expect a promotion?
- * Do you think your company is one where I can excel and reach my potential?

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Question # 13

Import Sales Executive Job Interview Questions Part One:

Answer:-

- * What do you know about our company?
- * Which was the best year in college? Why?
- * Didn't you get placed through your campus?
- * What are your career goals/ career aspirations?
- * How do you plan to achieve these goals?
- * How will this job help you to achieve your career goals?
- * What kind of job are you looking for?
- * What would you like to accomplish, if you had this job?
- * What are your strengths and areas of improvement?
- * Where do you see yourself 5 years from now

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Question # 14

Import Sales Executive Job Interview Questions Part Two:

Answer:-

- * If given the opportunity, what changes would you make in your college? Why?
- * Have you ever had a conflict with a professor, etc? How did you resolve it?
- * If I were to ask one of your professors to describe you, what would he or she say?
- * What skills do you think is required to excel in this job?
- * What are the things, you may want to avoid in a job? Why?
- * What do you think it takes to be successful in sales & marketing?
- * What accomplishments in your life have given you the most satisfaction?
- * Would you rather work with information or with people? Why?
- * What motivates you?
- * Tell me about one of your most recent goals and what you did to achieve it

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Question # 15

Import Sales Executive Job Interview Questions Part Three:

Answer:-

- * What are your short-term goals?
- * What is your long-range objective?
- * How much training do you think you'll need to become a great sales & Marketing person?
- * Are you willing to travel to different places in India & abroad? Why?
- * Is money or career more important to you? Why?
- * you look very smart and confident, however haven't you got place through your campus?
- * What kind of people did you find most difficult to get along with? Why?
- * Why should we hire you?

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Question # 16

Import Sales Executive Job Interview Questions Part Four:

Answer:-

- * What are your career goals/ career aspirations?
- * How do you plan to achieve these goals?
- * How will this job help you to achieve your career goals?
- * What kind of job do you see yourself holding five years from now?
- * What do you feel you need to develop in terms of skill & knowledge in order to excel in your job?
- * Why do you think you will be successful in this role?
- * What would you like to accomplish, if you got this job?
- * What are your strengths and areas of improvement?
- * Where do you see yourself 5 years from now
- * Can you share any past positive experience that has created an impact in your career?
- * Who or what in your life has influenced you most in relation to your career growth? Why?

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Question # 17

Import Sales Executive Job Interview Questions Part Five:



Answer:-

- * What skills do you think is required to excel in this job?
- * Why do you want to change your field from XYZ to this industry?
- * What do you think is different between a goal and an ambition? (Expected response can be-Goals need to be SMART and Ambition is volatile and if your ambitious it helps you to achieve your goal)
- * Did you get an opportunity to work under pressure, if yes please elaborate?
- * What are some of the things you feel you have done particularly well in your job or in which you have achieved the greatest success? Why do you feel this way?
- * What are the things, you may want to avoid in a job? Why?
- * What kind of people do you find it most difficult to work with? Why?
- * Do you prefer working alone or in a group?
- * How do you evaluate success?
- * What do you think it takes to be successful in sales & marketing?
- * What accomplishments in your life have given you the most satisfaction??
- * Would your rather work with information or with people?

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Question # 18

Import Sales Executive Job Interview Questions Part Six:

Answer:-

- * What motivates you?
- * Why should we hire you?
- * Tell me about one of your most recent goals and what you did to achieve it.
- * What are your short-term goals?
- * What is your long-range objective?
- * Have you ever had a conflict with a boss, etc? How did you resolve it?
- * What qualities do you feel a successful manager should have?
- * What do you know about our company?
- * If given an opportunity would you like to relocate to a new city?
- * Are you willing to travel? How much?
- * Is money or career more important to you? Why?

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Question # 19

Import Sales Executive Job Interview Questions Part Seven:

Answer:-

- * What are your career goals/ career aspirations?
- * How do you plan to achieve these goals?
- * How will this job help you to achieve your career goals?
- * What kind of job do you see yourself holding five years from now?
- * What do you feel you need to develop in terms of skill & knowledge in order to excel in sales marketing?
- * What kind of job responsibility you will like to be indulged in near future?
- * Why do you think you will be successful in this role?
- * What would you like to accomplish, if you got this job?
- * What are your strengths and areas of improvement?
- * Where do you see yourself 5 years from now
- * Can you share any past positive experience that has created an great impact in your career?
- * Who or what in your life has influenced you most in relation to your career growth? Why
- * what skills would be required to excel in this job?

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Question # 20

Import Sales Executive Job Interview Questions Part Nine:

Answer:-

- * What are your career goals/ career aspirations?
- * How do you plan to achieve these goals?
- * How will this job help you to achieve your career goals?
- * What kind of job do you see yourself holding five years from now?
- * What do you feel you need to develop in terms of skill & knowledge in order to excel in your job?
- * Why do you think you will be successful in this role?
- * What would you like to accomplish if you had this job?
- * What are your strengths and areas of improvement?
- * Where do you see yourself 5 years from now
- * Can you share any past positive experience that has created an impact in your career?
- * Who or what in your life has influenced you most in relation to your career growth? Why
- * what skills would be required to excel in this job?
- * Why do u want to change your field from XYZ to this industry
- * What do you think is different between a goal and an ambition? (Expected response can be-Goals need to be SMART and Ambition is volatile and if your ambitious it helps you to achieve your goal)
- * Did you get an opportunity to work under pressure, if yes please elaborate?
- * What are some of the things you feel you have done particularly well in your job or in which you have achieved the greatest success? Why do you feel this way?

16. What are the things, you may want to avoid in a job? Why?

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Question # 21

Import Sales Executive Job Interview Questions Part Eight:

Answer:-

- * Why do you want to change your field from XYZ to this industry
- * What do you think is different between a goal and an ambition? (Expected response can be-Goals need to be SMART and Ambition is volatile and if your ambitious it helps you to achieve your goal)
- * Did you get an opportunity to work under pressure, if yes please elaborate?
- * What are some of the things you feel you have done particularly well in your job or in which you have achieved the greatest success? Why do you feel this way?
- * What are the things, you may want to avoid in a job? Why?
- * What kind of people do you find it most difficult to work with? Why?
- * Do you prefer working alone or in a group?
- * How do you evaluate success?
- * What do you think it takes to be successful in sales & marketing?
- * What accomplishments in your life have given you the most satisfaction??
- * Would you rather work with information or with people?
- * What motivates you?
- * Why should we hire you?
- * Tell me about one of your most recent goals and what you did to achieve it
- * What are your short-term goals?
- * What is your long-range objective?
- * Have you ever had a conflict with a boss, etc? How did you resolve it?
- * What qualities do you feel a successful manager should have?
- * Are you willing to travel? How much?
- * Is money or career more important to you? Why?
- * Give me an example from your past experience where you have proved your leadership role.

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Question # 22

Import Sales Executive Job Interview Questions Part Ten:

Answer:-

- * What kind of people do you find it most difficult to work with? Why?
- * Do you prefer working alone or in a group?
- * How do you evaluate success?
- * What do you think it takes to be successful in sales & marketing?
- * What accomplishments in your life have given you the most satisfaction?
- * Would you rather work with information or with people?
- * What motivates you?
- * Why should we hire you?
- * Tell me about one of your most recent goals and what you did to achieve it
- * What are your short-term goals?
- * What is your long-range objective?
- * Have you ever had a conflict with a boss, etc? How did you resolve it?
- * What qualities do you feel a successful manager should have?
- * Are you willing to travel? How much?
- * Is money or career more important to you? Why?
- * We are looking for a role where in another 6 to 8 months depending the performance, the selected candidate should be able to manage a team of 30 people or more, could you manage this chore, if so how would you?
- * If selected we will put you on the field tomorrow, to evaluate your confidence of speaking to people, are you comfortable with it?

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Question # 23

What would your boss say are your 2 worst characteristics?

Answer:-

Double whammy question. Not only do you have to talk about a weakness, but you have to second guess your bosses views. You could sidestep this question and suggest that: "If you're serious about offering me this position, then I suggest you contact my boss to ask him/her." I prefer taking this bull by the horns: "Not being a mind-reader, I can tell you what he/she has said to me." Then refer back to point 3 above. You'll seldom have to answer this question and point 3 in the same interview. I like following up with: "May I ask if any kinds of employee traits have or are providing a challenge to performance?" Turn the spotlight back on your interviewer to find out if there was something behind their question. Better you find out now and not after you've joined...

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Question # 24

What would you do if you knew one of your coworkers was stealing from the company?

Answer:-

I would report this situation to my supervisor. Is employee theft a problem here?

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Question # 25

Can you tell me about a time when you had a problem employee, what the specific problem was, and how you handled it?

Answer:-

I had an employee who was part of an IT team who was always grossly late for meetings. I explained to him privately, how he was inconveniencing his coworkers



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and costing the company money. After this had no effect, I simply excluded him from the meeting discussing the team bonus program. When he questioned me, I informed him that promptness was a factor of the reward. He was not late again.

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Question # 26

Can you tell me about a time when you had to choose between honesty and dishonesty and how you made your decision?

Answer:-

I made that choice when I was in elementary school, and honesty has not been a "decision" since. Have you had issues with dishonest employees?

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Question # 27

Are you happy with your current/previous employer?

Answer:-

If you like your boss, this question's a breeze to answer, you can sing their praises.

What if your boss makes Hitler look like a kindergarden teacher? You have NOTHING to gain by telling your interviewer that your ex or current boss is an asshole. "My boss and I have a dynamic relationship. We're very different kinds of people, and although it was a challenge to start with, it's taught me to (insert a lesson or two here). I'm in a company to work, learn and grow. Can I ask if you have any personality challenges in this department?" Lessons to smart bosses are more important than the experiences.

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Question # 28

Can you tell me about a past situation where you found a creative solution to a tough problem?

Answer:-

Here's your big opportunity to shine. The tougher the problem and, the better your solution, the better you look. Just keep it under five sentences. This one is so important that you want to write it down - at least in outline.

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Question # 29

What would you say if you were asked to work late on a Friday evening?

Answer:-

I would volunteer to do whatever it took to get the job done. Of course if this was a regular occurrence, it would usually indicate poor planning. Do you have emergency situations often?

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Question # 30

What kind of people do you have a difficult time working with?

Answer:-

"I enjoy a diversity of personality types, but don't work well with dishonest people who are not team players." Then before the interviewer has chance to ask tough questions about your experiences with these types of people, two questions you can ask: "Are your team all honest and team players?", or "Do you have any difficult characters in your team?"

Again, find out if they have a hidden agenda or skeletons in the closet, and move the spotlight away from you and this uncomfortable area.

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Question # 31

What if we lost an employee and your workload temporarily increased?

Answer:-

I would concentrate on being as efficient as possible in order to perform all important work at my highest level. Do you have a high turnover rate here?

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Question # 32

Can you tell me what year and month that happened and at which job?

Answer:-

This question implies that the company might be validating this information in some way, and the candidate could suddenly feel a bit of uneasiness, especially if the answer was difficult to recall or deviated from the truth.

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Question # 33

Do you know what is Clean Bill of Lading?

Answer:-

It is a bill signed by the transportation company. Its work is to check the process of shipment in the good and appropriate conditions.

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Question # 34



May we contact your present employer?

Answer:-

"Yes. Provided you're offering me the position, I'd be happy for you to talk with my present employer." You would do well not to bug your boss with a phone call or e-mail to answer every interviewer asking questions about you.

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Question # 35

Tell me what is Chamber of Commerce?

Answer:-

It is an association of businessmen whose reason is to endorse money-making and industrial happiness in the community.

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Question # 36

What is Certificate of Origin?

Answer:-

Certificate of Origin is a kind of documents in which the certification of the merchandise is made as the origin of the country.

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Question # 37

Can you tell me how your supervisor reacted?

Answer:-

E.g. "As he often does, my supervisor expressed his gratitude." This answer implies that I must often do things that deserve thanks.

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Question # 38

What do you mean by Collection?

Answer:-

It is the process of collecting money for a merchant against a draft drawn on a bargain hunter abroad.

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Question # 39

Can you tell me how the employee reacted?

Answer:-

Keep all of these answers as short as possible. E.g. "He was upset but expressed his understanding and appreciation for how I handled the issue"

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