

# Instructions for Recording Your Mock Interview

As part of our selection procedure, we ask you to record the following mock interview questions in your own voice. This will help us assess your suitability for the role and your ability to handle the responsibilities effectively. Make sure to use the right tone of voice and professionalism, the same way you would to the speak with the sales people who you would be hiring. This voice recording would play a crucial part in the selection process, so kindly take it seriously. Please follow the instructions below to ensure your recording meets our requirements:

## Recording Setup

- **Device:** Use a smartphone, computer, or any recording device that ensures clear audio.
- **Environment:** Choose a quiet space free from background noise to record your answers.
- **Audio Quality:** Ensure that your voice is clear and audible throughout the recording.

## Mock Interview Script

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1. **Greeting and Introduction**
  - “Hello, my name is [Your Name], and I am calling you with regards to your application for the commission based sales position at Elite Amenities. Shall we begin?”
2. **Previous Experience**
  - “Can you tell me about your previous experience in sales or any related roles?”
  - “What types of sales environments have you worked in, and what were your main responsibilities?”
3. **Sales Achievements**
  - “Can you share an example of a successful sales campaign or project you were involved in? What was your role, and what were the results?”
  - “How did you achieve your sales targets in your previous roles?”
4. **Motivation and Sales Approach**
  - “What motivates you to work in sales, especially in a commission-only role?”
  - “How do you approach prospecting and closing sales? What strategies or techniques do you use to engage potential clients?”
5. **Role Understanding**
  - “What do you understand about the commission-only sales promoter role at Elite Amenities?”

- “Our role involves promoting digital marketing services and meeting a minimum target of 5 sales per month. How do you feel about working under such conditions?”

#### **6. Commitment and Expectations**

- “This role is commission-based, meaning there is no fixed salary. How do you plan to manage your performance and income expectations?”
- “Are you comfortable with the flexible working hours and the need to provide regular updates on your sales activities?”

#### **7. Handling Challenges**

- “If you encounter challenges in reaching your sales targets or managing your time, how would you address these issues?”
- “Can you describe a time when you faced a significant challenge in a sales role and how you overcame it?”

#### **9. Candidate’s Questions**

- “Do you have any questions about the sales promoter role or about working with Elite Amenities?”
- “Is there anything specific you would like to know about our company or the expectations for this role?”

#### **10. Closing**

- “Thank you for your time today, [Candidate’s Name]. We appreciate your interest in the position and your detailed responses.”
- “We will review all the interviews and get back to you with the next steps. Do you have any final thoughts or anything else you’d like to add before we conclude?”

#### **11. Follow-Up Instructions**

- “If you need to reach us for any further questions, feel free to contact us via email or phone. We’ll keep you updated on the status of your application.”
- “Thank you again for your time. Have a great day!”