1. Tell me about the history of growth of your company.
2. What is your highest priority in the next six months, and how could someone like me help?
3. Tell me about a typical day.
4. Tell me about your training program.
5. What are the characteristics of your top people?
6. What are the three main qualities you are looking for in a candidate?
7. How do you see me fitting in with your company?
8. If I was to ask your top rep what he/she likes most/least about the company, what response would I get?
9. How do I compare with other qualified candidates?
10. Do you have any reservations about my being successful with your company?
11. What does your interview process entail?