

## 7. How would you convince a prospect to become a client of our bank?

Hint: At the end of the day, **business is about turning prospects to clients**. A good bank teller can convince the prospect to make a purchase, if the circumstances are right for that.

If you want to get this job, you should convince the interviewers about your sales skills. And it is not only about your answer to this question. All the things you do in an interview matter. Good salesman **keeps an eye contact with the client, he's a good listener, he knows when to ask a question**. Try to present these things in your interview.

### **Sample answers:**

- *I would try to understand the needs of the client, and match it with our offer. After that I would look for up-sell options, to make the best out of this opportunity.*
- *First of all, I would try to create a good relationship with him. Sales are all about relationships. Once I gain his trust, it will be easier to sell him any products or service, even on a regular basis.*