

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 is able to pitch a client in every moment, trying to convince them into purchasing something.

If you want to get this job, you need to convince the interviewers that you have the ability of turning prospects to customers. And it's not only about your answer to this particular question, but about all things you do in a course of your interview. For example, a good salesman should definitely **keep an eye contact, and listen rather than talk**. It's necessary to present these things in your interview, as explained in the "**Act as an ideal teller would act in his job**" chapter of this book. Let's have a look at sample answers:

Sample answers:

- *I would try to uncover their needs and match them with the products or services we offer. After that I would look for the options to upsell, according to the situation and their needs or desires.*
- *First of all, I would try to create a good friendly relationship with them. Sales are all about relationships. Once I gain their trust, it will be easier to sell them our products or services.*