

## INTERVIEW PREP

COMPANY RESEARCH & QUESTIONS TO ASK

### COMPANY RESEARCH

Do your research on the company's mission and values. You will likely be asked about your personal values so it is good to be familiar with the company's and show how they align with your own. If you know who is interviewing you spend some time reviewing their backgrounds and LinkedIn profiles. Do you have mutual connections or similar interests based on their experience?



### BEST PRACTICE

Spent at minimum 30 minutes on the company website. Take notes and reference recent and relevant blogs, demos, press releases, case studies, and testimonials.



### QUESTIONS TO ASK INTERVIEWERS

- What has the highest-performing SDR on your team done differently to separate him/herself from the rest of the team?
- What are the company's growth plans over the next year?
- Could you give me an example of someone who is successful here?
- What would be a few things that would exceed your expectations?
- What could a person who worked for you do that would "wow" you?
- What are the expectations during the first 30 days on the job?
- What is your favorite part about working here?
- What advice would you give someone just getting started to help set them up for success at (company)?

Tip: Don't use these questions verbatim. Make them unique to the position you're interviewing for.

**Closing Questions:** *These should be asked to the hiring manager at the end of the interview.*

- Do you have any reservations about going forward with me for this role?
- Could you see me adding value to your team?
- What is it appropriate to follow up regarding next steps?
- What is it that you're looking for that would be the determining factor in making an offer?

**Follow up:** Within 24 hours following your interview, send an email letting the interviewer know that you're excited about the opportunity. Be specific, include something you discussed in your interview, keeping the email short (4 - 6 sentences), and NEVER send group emails.