

## Interview the Interviewer

Below are a few questions that you can ask your interviewer at the end of an interview. Try to ask at least 3-4 questions. Having questions for your interviewer shows that you are interested in the role. It works in your favor because it's your opportunity to dive deeper to see if the role is a good fit for you!

1. What is the day to day like for this role?
2. What is your team culture like within the company culture?
3. Where have successful employees previously in this role progressed to?
4. What is your role in employees growth and development?
5. How is success measured in this role?
6. What do you like about the company?
7. What was your journey like with the company to get to the position you're in?
8. What are the biggest challenges or objections people face in this role?
9. What's one thing you're hoping a new hire can bring to this role?
10. What's your management style?

After you have asked your 3-4 questions they will ask you if you have any more questions. I would wrap up the interview by letting them know how excited you are about the opportunity and that you would be a great addition to their team.

Having a background in sales, I love to close the interview by asking them to move me forward. The response they give is typically the same. They will usually tell you they are still interviewing candidates, but will follow up regardless of if they move you forward or not.

Remember, interviews are a two way street so don't forget to interview the interviewer!