

The Office Interview

Rebecca: All right. Well thank you for coming in today for the interview. I really appreciate you (your) being here.

Lauren: Well thanks for having me.

Rebecca: Um, I'm just going to start by asking you a few questions of course. And uh, so tell me about yourself Lauren.

Lauren: Sure. Um, well as you can see from my resume, I've been in the...in the tech industry for over ten years.

I'm very **passionate** about technology, especially mobile development and devices. Uh, I'm here for the Account Management position though because that's really who I am as a professional. I... I love building relationships with customers and bringing these great products to market.

Rebecca: Great and um... Lauren can you tell me um, what some of your weaknesses might be?

Key Vocabulary Words

1. **Passionate**
2. **Detail-oriented**
3. **To fall through the cracks**
4. **Great fit**
5. **To drive innovation**
6. **To bring to the table**
7. **To be confident**

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Lauren: Yeah. That's a great question. Um, I... I tend to be really **detail-oriented**. Sometimes to a fault. I... I kind of get a little obsessive compulsive about follow-up and making sure nothing **falls through the cracks**. Um, sometimes it can keep me up at night and it's... it's something that can drive some people that work for me crazy so I've been uh, really focusing on it, trying to be cognizant that I am that way and... and work with people to make sure they know that about me when

we start on projects together.

Rebecca: Hm. That's great. And um... Why do you want to work for us and what interests you about the job?

Lauren: Yeah. Your organization is... is very, very interesting to me and I think it's a **great fit** for where I am right now at this stage of my career. I really appreciate the **innovation that you all have been able to drive** and... and the products that you're putting out, I feel like they're unlike any others, and as a person who's coming here to sell, it... it... it's kind of a salesperson's dream to be able to sell your products. Um, but at the same time, you know, I have some experience that I'm **bringing to the table** here too, so I'm **confident** that the experience that I have is really going to

contribute to your organization and I... I... I won't just be one of many. I have some great ideas to really help move those sales forward.

Rebecca: All right. And where do you see yourself in uh, five years or ten years even?

Lauren: Um. I... I still want to be in sales, like I said, I... I feel very strongly about developing client relationships and... and uh, you know, staying true to that. Um, but I see myself more in a manager role. I'm interested to learn about really developing a team and working with several salespeople, especially across different geographies. Your organization is global. Uh, my background is global. I love international travel, so I would love to be, you know, head of sales for your Europe division or something along those lines. That would be my dream come true.

Rebecca: Hm. Well great. Thank you for coming in.

Lauren: Yeah. Thanks for having me. It's a wonderful opportunity.

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