

## STAGE 1 SELECTION: VIDEO INTERVIEW

Dear Applicant,

You are now required to complete the first stage video interview for the position of **CO-OPERATE LEASE SALES EXECUTIVE**. Please note that this video interview will be used to shortlist you for final interview with our client.

In this stage, you will be required to upload a video answering **the interview questions** below

**Kindly follow the steps below:**

1. View interview questions and given answers while recording yourself on a youtube video.
2. Answer questions using examples and scenarios for your previous work experience to support your response.
3. Create video and post video link when you submit your resume on this website and in your cover letter when you click the apply button.

### **Steps to Create the Video**

1. Visit [www.youtube.com](http://www.youtube.com) to create a youtube account
2. Click on the video record icon
3. Select Record, **DO NOT** go live
4. Record video of yourself while answering interview questions
5. Give it a title
6. Description: for the purpose of Afconrecruit interview
7. Privacy: leave as default unlisted
8. Click on the blue arrow to upload
9. Wait to upload
10. Click on share
11. Get the link
12. Send the link

The video should be done in a quiet environment and should be less than 5 minutes. Your creativity and concision will be a plus.

## YOUR INTERVIEW QUESTIONS

Define social market of today?

How can you Proactively identify, pursue, and maintain a constant pipeline of potential customers that meet or exceed established quotas via prospecting, networking and referral activities within a regional market?

Explain through your past experience, how you Build relationships with Leasing Customers by acting as a transportation consultant?

Explain through your past experience, how you extend and renew existing contracts before and upon contract expiration?

Explain through your past experience, how you identify opportunities for customer growth in new geographic locations and new industries?

Explain how you can Embrace a culture of integrity and professionalism and utilize this value based selling methodology in all sales pursuits?

Why did you leave your last place of work?

How much were you earning?

Why should you be taken for this role?

**DO NOT TRY TO UPLOAD ON OUR SITE, ONLY POST VIDEO LINK. DON'T FORGET CLICK APPLY AND POST YOUR VIDEO IN RESUME SECTION AND WITHIN APPLICATION COVER LETTER**

We wish you all the best

ConRecruit