Closing the interview

If you are interested in the job and want to progress to the next stage, a good interview tip is to try and close the interview professionally. This reflects your interest and demonstrates commercial awareness and confidence. It is especially important when interviewing for sales roles, as you might imagine.

We recommend that you say something on the lines of: “I am very impressed with what I have seen here today – your company, its products/services and the people I have met. I would be keen to take it further, what might be the next steps?”

However, ask your consultant for tips on what the interviewer is like and then read the situation – some interviewers like you to be pushier than others.

A less assertive way of closing the interview could be to say: “I have enjoyed talking to you. The job sounds perfect. What are your thoughts about me?” or “Do I have the sort of experience that you are looking for?”

Either approach gives you a chance to hear the interviewer’s impressions and to counter any negative thoughts or misunderstandings that may come to light. The interviewer may give you feedback there and then, but it is more likely that they will call your consultant later when they have had time to think. Don’t be discouraged if no offer of a second interview is made at the first interview. The employer will usually want to communicate this information with Media Contacts.

Remember to thank the employer for their time and finish with eye contact and a firm handshake.

Lastly, but most importantly, call your consultant after each interview. If you are keen and interested in the position, your consultant will stress this to the interviewer, greatly increasing your chances of getting to the next stage. It is important that we receive your feedback promptly before the client calls us to discuss the interview.