

Body Language in a Sales Recruitment Interview

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Much information is available through the internet and other media on how to write a resume, how to answer interview questions and how to dress for an interview. However not nearly enough attention is paid to your body language and how this can influence selection decisions.

Like the clothes you wear, your body language can determine what judgements interviewers make of you in the first few seconds. Especially in sales recruitment, your interviewers will be making assumptions about how you will present to their customers should they hire you. So it is important to get your body language right:

Hand shaking

When you arrive at reception for your sales recruitment interview, do not jump up immediately and shake the receptionist's hand. Only shake his / her hand if the other person takes the initiative. When you are shown into the interview room, you will probably be introduced to each member of the interview panel. You should shake hands with all the members of the panel that you are introduced to. Make sure you have a firm handshake grip, but not too tight or powerful, and make comfortable eye contact with the other person while you are shaking.

Sitting down

You will usually be directed to the seat the interviewers would like you to sit in. However, if you are left to choose the seat yourself, make sure you choose a place where you can clearly see all the members of the interview panel.

Your body posture

It is important to choose a sitting position that demonstrates you are relaxed but intent on what the interviewers have to say during the sales recruitment interview. This is achieved by sitting straight in your chair. Do not slouch or hang sideways off the chair, or sit on the edge of the chair, because this will make you look uncomfortable and / or tense. Keep in mind however, that it is OK to change your sitting position slightly during the interview, to give the impression that you are relaxed and comfortable. When someone asks you a question, turn slightly to look at that person, perhaps tilting your head as well, to indicate that you are listening intently.

Where to put your hands

By folding your arms across your chest, you are adopting a very 'closed' position, which is off-putting for the interview panellists. You need to appear very open in manner, particularly in a sales recruitment interview where you need to come across as warm and personable. So it is best to avoid folding your arms – a better option is to sit your hands loosely on your lap, or on the arm rests of the chair. By all means, it is OK to use the occasional hand gestures when answering questions, particularly if gesturing comes naturally to you.

Facial expressions

In a sales recruitment interview, it is important to convey the impression that you are listening intently to what is being said, and also to communicate your answers in an interesting manner. This will be seen as a reflection of how you will interact with your customers. By nodding your head as you speak, you will be adding support to what you are saying. Look at whoever on the panel is speaking or asking a question. When you answer the question, make comfortable eye contact with all the members of the interview panel, but focus most of your attention on the person who asked that particular question.

For more information on sales recruitment or to contact us, visit the website at <http://www.myfirstsalesjob.com.au>