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Southwest Airlines Remote Jobs (No Degree, Entry Level)

Description

About Us:

IM Hospitality's brand; The Menues is a dynamic and inventive programming arrangement intended to reform the food and drink industry. We engage food organizations with information driven experiences for menu advancement and benefit. We're on a mission to shape the culinary success of the future.

Description of Job:

We are searching for an accomplished and driven Deals Experts to join our extending startup group. The Business Expert will assume a significant part in our outreach group, liable for creating and overseeing leads, driving income development, and building enduring associations with clients.

Principal Obligations:

Utilize research, networking, and outreach to locate and target potential leads.
Create and keep up a robust pipeline of prospects and qualified leads.
Conduct initial consultations with clients, learn about their requirements, and present our solution.
Direct item demos and close arrangements.
Make sure that every lead is accurately tracked.

Requirements:

a proven track record in business-to-business sales, focusing on lead generation and conversion. Excellent interpersonal, negotiation, and communication skills.
Self-spurred, objective situated, and a characteristic issue solver.
A benefit is familiarity with the food and beverage industry.
A degree in Friendliness is liked or comparable experience.

What We Offer:

Straight commission structure as it were
Month to month Plans: 10% for every month to month membership bargain effectively shut.
Yearly Plans: 15% for each successfully closed annual subscription deal.
Opportunities for professional development and training

What to Do:

We invite you to apply if you are a sales professional who is driven by results and takes action, and if you have a passion for generating and nurturing leads.

Application Cutoff time:

Hiring organization

Southwest Airlines

Employment Type

Full-time

Industry

Private

Job Location

2702 Love Field Dr, 75235, Dallas, TX, USA

Remote work from: USA; UK; UAE; Canada

Working Hours

8

Base Salary

30

Date posted

August 1, 2024

Valid through

31.12.2024

apply

apply Now

Open

Note: "The Menues" is an equivalent open door manager, focused on variety and incorporation. We welcome applications from candidates with a wide range of experiences and backgrounds.

We do not offer visa sponsorship or a basic salary. Workplace: Remote

Top 25 Common Interview Questions and Answers

To get a job means you must be ready for an interview. Most people get confused about how they should face an interview to impress the employer. The fact cannot be ignored that landing an interview is no less than a huge achievement as we know how competitive today's world is. Clearing an interview means you would be securing the job. It does not matter if you are a fresh graduate, are supposed to transition your career, or believe to have a higher position, preparing for an interview is important indeed.

Here, we are going to share the top 25 highly common interview questions along with tips as well as sample answers to help you stand out from others in today's highly competitive job market in the USA.

1. Give me your introduction in short.

This is the most common questions asked by every interviewer. The fact cannot be ignored that it irritates sometimes as well. But the fact cannot be ignored that it is important as well to fetch important information about an employee.

"Myself(your name).... and I hold a degree in(your field name)..... from.....(university name)... .over....(duration of your). I hold experience in(respective field)... .specialized in(share your genre)... .Currently, I am working on a project and received positive reviews from the employer.

1. Describe your excellent achievement in your job career.

My greatest achievement was leading a team to do a prominent project within a stipulated time and budget. And that project set our company different from its competitors among our clients.

1. What are the reasons to work with us?

Upon asking this question, you should emphasize that you are aware of the company's profile and adhere to align your values with theirs. I have always admired this company because of its sustainability and innovation factors. I will keep working with you and contribute to taking it to the next level.

1. Reasons to quit your last job.

The reason to quit my last job is to seek more new challenges and opportunities for growth. I want to hone my skills in a new environment. I believe in keeping going on with new challenges as I think that comfort zone eradicates your creativity.

1. What about your strengths?

Here, you need to be smart and relevant both at the same time. Problem Solving is one of my key strengths. I believe in focusing on the solution and can improve your efficiency by 20% by introducing strategic solutions.

1. What is your weakness?

I believe in doing every work with so much perfection and it takes me slow sometimes. However, I am trying to balance quality and efficiency by dividing my attention towards goals and deadlines.

1. Why should we hire you?

With my huge experience in And holding a proven track record of delivering projects within time, I believe in my ability to cater to your team effectively. Moreover, I believe in giving the best to my work as it brings personal satisfaction to me.

1. In your previous company, what prominent challenges did you face, and how did you deal with them?

In my previous company job profile, we faced a sudden budget cut and delivered a project within the stipulated time with no huge team. I led my team and accomplished that project within that limited budget and time without compromising project quality. Accomplishing a project within a limited budget always makes me feel proud.

1. What is your ideal way to tackle stress and pressure?

I believe in being organized and prioritizing tasks. Once you know how much time you need to give to a particular task, it helps to cut down on high pressure. I believe in making a strategy to get the most out of it. I believe in being calm under pressure.

1. What is your way to prioritize your work?

I believe in going with the deadlines and significance of the project to keep myself productive and free from stress. Moreover, I keep working on a progress tracker to keep boosting my energy.

1. Things that motivate you.

Solving complex issues is what keeps me motivated and seeing the tangible results of my work. Moreover, dynamic as well as innovative environments always boost me up.

1. What is your way of handling criticism?

I always see criticism as a way to hone my skills and an opportunity to learn and grow. I always listen quite carefully and act accordingly to come up with satisfactory results.

1. Describe a time you worked in a team.

I collaborated with a diverse team in my last company to come up with a new marketing strategy. My role in that team was to integrate social media efforts resulting in 25% increased engagement.

1. What is your way of dealing with difficult coworkers?

I am a firm believer in addressing conflicts directly and professionally to come up with a solution. Open communication is my asset and understanding different perspectives to solve issues amicably.

1. Reasons to get this job?

This job sits well with my skills in this field as well as my passion for learning more about new things. I am excited to contribute and learn more in your company professionally.

1. How would you be handling multiple deadlines if given?

The simple thing from my perspective is to stay organized and divide the tasks into manageable steps. I believe in doing the work based on urgency and impact.

1. Tell us about the time you failed badly in your job.

Once I missed a significant deadline because of not being good at time management. This is how I learned about time management and being adhered to realistic goals to improve my planning skills in an ideal manner.

1. How do you see yourself outside of work?

I enjoy reading a lot related to my profession. Moreover, reading makes me calm too. Apart from that, hiking and roaming to peaceful places are my favorite things to do.

1. What are your salary expectations?

Following my research and the responsibilities of the role, I expect a salary in the range of \$..... to \$..... Though, I am open to knowing your side as well.

1. What do you expect from yourself in the next five years?

I am a keen learner and want to expand my knowledge by getting associated with your company. I want to take on more leadership responsibilities and contribute to achieving success in highly creative ways.

1. What do you think about the latest industry trends and changes?

I believe in keeping myself updated about the latest and ongoing industry trends and changes. I keep following the latest job profile e-newsletter; and also attend relevant webinars and conferences. Learning is a never-ending process.

1. How do you describe your ideal work environment?

For me an ideal work environment is all about having open communication and teamwork to achieve success, to learn more, and to have excellent professional growth.

1. How aware are you of our company?

I know this company has established itself as one of the prominent companies in today's tech industry. It is known for its excellent solutions, creative ways, and commitment to sustainability. The current services and their success rate make this company completely different from others.

1. What skills can you add to this job?

I have been in this field for the past 5-6 years and hold huge experience identifying trends that lead to exceptional business growth. I am also good at communication

and teamwork to make the most of it.

1. Do you have any questions for us?

Yes, I would like to know more about the team I would be working with. What sort of challenges are the team currently going through? What is about the career growth in this company?

Conclusion –

Preparing these highly common, creative, and most-asked questions with thoughtful, logical, and personalized answers can truly make you noticed by employers.

Do keep in mind that giving a successful interview boosts your confidence. Moreover, if you give genuine, articulate, and well-prepared answers with much confidence and calm, it leaves a long-lasting impression on the employers.