



“TOP 10”

INTERVIEW QUESTIONS

CHIEF TECHNOLOGY OFFICER

Take about 20 minutes and walk us through your resume. Start from the beginning and walk us through each company, why you were hired, your responsibilities and accomplishments. After each company tells us why you left.

1. What Direct Sales software platforms are you familiar with?
2. What technology stack have you found to be ideal for a Direct Sales company?
3. What type of coding experience do you have and are you interested in helping with coding at this point in your career?
4. What programming languages and development methodologies are you familiar with?
5. How well do you work with developers?
6. What is your technical background within Direct Sales?
7. What are some of the technical projects you have worked on within Direct Sales companies?
8. What trends are you seeing that Direct Sales companies like ours need to stay on top of?
9. Do you feel the Metaverse can play apart in Direct Sales? How?
10. What excites you about our company? What added value do you feel you can bring?

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in “Leadership Identification”. Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



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Name of Candidate: _____

Date: _____ Time: _____ Interviewer: _____

ANSWERS:

1

2

3

4

5

6

7

8

9

10

COMPANY PRIORITIES:

Check the Box Yes or No if the person fits in the organization and then rank 1-10 with 10 being a perfect fit.

	Fit Y/N	Ranking 1-10	Thoughts
Culture			
Leadership			
Skill Sets			
Articulation			
Team Player			
Management Style			
Attitude			
Enthusiasm			
Charisma			
Appearance			
Vision			
Mission			
Strategic Thinking			
TOTALS			

INTERVIEWER FINAL THOUGHTS: _____
