

INTERVIEW GUIDE



Driver Profile



Suggestions to help you have a successful interview. The purpose of the interview is for the interviewer to find out if you are the right person for the job.

Interview Tips for Driver Personality Styles

Are you the right person for the job?

The purpose of the interview is for the interviewer to find out if you are the right person for the job.

Look at it this way. The employer has a problem which he needs to solve. It could be that someone has left the job and you're the replacement, or it's a new position, because of growth or the person in the job is not performing and is to be replaced. They are not hiring you because you are a nice person and deserve a job. They are hiring you to solve a commercial problem. As a candidate you must provide evidence at the interview and in your resume that you are the person who can deliver to the employer what they want.

Here are some suggestions:

Drivers

What attracts you to a job?

A chance to use your entrepreneurial instincts, to have authority and be in control. You welcome a challenge and the rewards and the satisfaction you get from solving problems. You are attracted to people who speak plainly and don't bog you down with too many facts. You want to see the big picture and leave the details to others. You want to prove yourself and use your talent and skills to get results, drive new initiatives and add profit to the bottom line. If the job has challenges, needs a decisive, fast paced competitive individual, then you will be attracted to it.

Interview tips

The number one tip for Drivers is to listen carefully to the question and try not to control the interview. Some of the questions you may think are not relevant but you're not the one hiring so be patient. Ask questions about the outcomes wanted by the company, e.g. what do they expect you to accomplish. As a results oriented achiever you want them to know you can deliver. Try not to appear over confident. Sometimes Drivers can be blunt and direct so elaborate your answers and include more personal interest.

Do your research about the company before you attend the interview, don't assume you know what they do. Learn to be patient with the interview process. It can take a while and for an impatient Driver the process may seem like forever. Whilst you know you're good and can do the job, you will need to sell yourself to the interviewer. This means establishing rapport at the start of the interview process.