



recruiting since 1985

Account Directors

Interviewed by and Date:

.....
.....
.....
.....
.....

Core Competences

Ownership/accountability for quality of work	Leadership, man-management and account management skills	Identifying and developing future opportunities
Strategic planning	Ability to use and understand full agency resources	

1.Team

Do you report to anyone?

.....
.....
.....
.....
.....

Who reports to you?

.....
.....
.....
.....
.....

How much face to face involvement do you have with the client?

.....
.....
.....
.....
.....

head office: 12a duke street · sutton coldfield · west midlands · b72 1rj · t 0121 355 0955

offices in : manchester · milton keynes · nottingham · sutton coldfield

nationwide enquiries: 0845 602 6146 (local rate landline)

e- consult@afselection.co.uk



recruiting since 1965

Describe a difficult personnel issue you have had to handle.

.....
.....
.....
.....
.....

2. Accounts

Which portfolio of accounts are you responsible for?

.....
.....
.....
.....
.....

How do you run these accounts?

.....
.....
.....
.....
.....

How have you developed these accounts?

.....
.....
.....
.....
.....

head office: 12a duke street · sutton coldfield · west midlands · b72 1rj · t 0121 355 0955

offices in : manchester · milton keynes · nottingham · sutton coldfield

nationwide enquiries: 0845 602 6146 (local rate landline)

e- consult@afselection.co.uk



recruiting since 1965

Describe an account crisis you have resolved.

.....

.....

.....

.....

.....

3. Position/Role

What do you see as the most important aspect of an Account Director's role.

.....

.....

.....

.....

.....

Describe a situation where these have been applied.

.....

.....

.....

.....

.....

How do you liaise/communicate with your peers? (interdepartmental)

.....

.....

.....

.....

.....

head office: 12a duke street · sutton coldfield · west midlands · b72 1rj · t 0121 355 0955

offices in : manchester · milton keynes · nottingham · sutton coldfield

nationwide enquiries: 0845 602 6146 (local rate landline)

e- consult@afselection.co.uk



recruiting since 1965

4. Reason for leaving

Why are you leaving?

.....
.....
.....
.....
.....

What can you offer your next employer?

.....
.....
.....
.....
.....

What can they offer you?

.....
.....
.....
.....
.....

5. Closing

How would you describe yourself using six adjectives.

.....
.....
.....
.....
.....

head office: 12a duke street · sutton coldfield · west midlands · b72 1rj · t 0121 355 0955

offices in : manchester · milton keynes · nottingham · sutton coldfield

nationwide enquiries: 0845 602 6146 (local rate landline)

e- consult@afselection.co.uk



recruiting since 1965

Tell me about your greatest working achievement.

.....

.....

.....

.....

.....

Strengths and closing.

.....

.....

.....

.....

.....

Disclaimer

These questionnaires have been developed at different times as a service to clients. AF Selection cannot guarantee their suitability for every interview or position and urge that any user checks the questions for compliance with current legislation before use.

head office: 12a duke street · sutton coldfield · west midlands · b72 1rj · t 0121 355 0955

offices in : manchester · milton keynes · nottingham · sutton coldfield

nationwide enquiries: 0845 602 6146 (local rate landline)

e- consult@afselection.co.uk