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Account Directors

Interviewed by & Date:

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Core Competences

Ownership/accountability for quality of work.
Strategic planning.

Leadership, man-management and account management skills.
Ability to use and understand full agency resources.

Identifying and developing future opportunities.

Team

Do you report to anyone?

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Who reports to you?

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

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Describe a difficult personnel issue you have had to handle.

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Accounts

Which portfolio of accounts are you responsible for?

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How do you run these accounts?

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How have you developed these accounts?

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Describe an account crisis you have resolved.

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Position/Role

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

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Describe a situation where these have been applied.

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

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RFL

Why are you leaving?

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What can you offer your next employer?

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What can they offer you?

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Closing

How would you describe yourself using six adjectives.

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15 wheeler gate · nottingham · nottinghamshire · ng1 2na · t 0115 955 0894 · f 0115 912 1030

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Tell me about your greatest working achievement.

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Strengths and closing.

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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.

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