

# Closing the deal on the job interview

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Here's a thought for lessening the anxiety after a job interview: Ask the hiring manager what he or she thinks of you as a candidate.

You can come out and ask directly, "Given what you know about me, how do I compare to the other candidates you've interviewed?"

Closing with class is a technique that too few candidates practice, says certified career coach Lisa Quast, owner of Career Woman, Inc., a Seattle-based career coaching and consulting agency. She is also author of "Secrets of a Hiring Manager Turned Career Coach: A Foolproof Guide to Getting the Job You Want Every Time." (Career Woman, Incorporated, 2014)

By asking direct questions after the formal interview, you are also communicating to the hiring manager that you want the job and you leave with a more clear idea of what to expect next.

"Closing an interview appropriately is the only way to determine where you stand in obtaining the job, what the hiring manager thinks of your qualifications, or where your interviewer is in the hiring process," Quast adds.

The trick to the technique is not to come off as a used car salesperson trying to sell yourself. Avoid any over-the-top comment that may you seem overly confident or just plain foolish. Some examples: "If you're looking for the best candidate, then that's me! I recommend you hire me right now" or "Why don't we just wrap up this interview right now and have me start work on Monday?"

Instead, Quast suggests the following steps:



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- Find out what the hiring manager thinks. After the hiring manager has asked if you have any questions and you've discussed those, consider asking a direct query about how you did, such as, "Based on my background and the skills and experience we discussed, how well do I fit the profile of the candidate you're looking for?"
- Ask about the next step. If the hiring manager provides positive feedback, ask a question along the lines of, "What comes next?"
- Reiterate your interest in the position. You might note that, "Based on my research and what we've discussed, I would really like to work for you in this job."
- Thank the hiring manager. Also, ask for a business card before you leave the interview so that you can mail a thank you note.

