



Unit 28 – Talking your way into a job

Task 07

Announcer: Listen to Stella's job interview.

Mr Tailor: Good morning, Ms Kogler. We spoke on the phone, didn't we? Did you find our offices easily?

Stella: Yes. Good morning, Mr Tailor. The map on your website was very clear and I gave myself plenty of time.

Mr Tailor: Now, let me see. You come from Salzburg and did an apprenticeship in Salzburg Interio there. They are an interior design and accessory shop. Do you know anything about us?

Stella: I know that Holly Potter is a large chain of interior design and decor shops in elegant styles. I had a look at your website.

Mr Tailor: Good. We are also looking to expand our retail base in Austria and Germany, as our product line is immensely popular in those countries, particularly with our ex-patriot communities. Do you think you could sell our products and speak to our customers in English?

Stella: Definitely. This is what I was mainly doing during my traineeship. I also enjoy speaking English. I've been to Britain several times and would very much like to work for such a British company as Holly Potter.

Mr Tailor: You would be in a team of about 20-25 people in one of our three Austrian branches, advising and helping customers realise their interior design ideas and helping them to accessorise their homes tastefully. You would also be involved with decorating shop window displays and keeping records of our customer base up to date.

Stella: That sounds just right for me. I like to have a lot of contact with people.

Mr Tailor: So why exactly do you want to work for us?

Stella: Firstly, from your website, I am impressed with the quality of your products. I'm confident I can contribute to the further success of your company when opening in Austria due to my experience in this field over the last 3 years.

Mr Tailor: How would your boss describe your work?

Stella: Well, he might say I have the **right attitude** with customers and I am very **diligent** about my customers' interior planning projects and their needs.

Mr Tailor: What are your greatest strengths?



- Stella: My main strength is I truly enjoy working with people, so I'm able to stay friendly and patient, even when customers keep changing their minds about a project. I'm also **motivated** to learn everything there is to learn as quickly as possible, so I'm sure I will be totally **confident**, when talking to customers about your products, and doing interior planning with them.
- Mr Tailor: What about your weaknesses? What's the worst one?
- Stella: Punctuality, but I have managed to overcome it! I used to be late all the time, so now I set all my clocks and watches too fast at odd times – 7, 9, 11 min – so that now, I'm never too late because they are all different.
- Mr Tailor: That's an interesting idea!
- So, Ms Kogler, where do you see yourself in five years' time?
- Stella: As I have recently completed my training, I'm really **enthusiastic** about using those skills to gradually take on more responsibility and challenges. Eventually, I'd like to be a manager.
- Mr Tailor: Excellent. Are there any questions you would like to ask me?
- Stella: Well, what are the next steps in the recruiting process? Could you please tell me when you expect to make a decision?
- Mr Tailor: The next stage in our process is to finish all our interviews and consider each applicant carefully. You will hear from us within a week or so.
- Stella: Thank you. It has been a real pleasure meeting you and I'm now **more enthusiastic** than ever about working with your company.
- Mr Tailor: Fine. It was a pleasure meeting you, too. You will be hearing from us soon. Goodbye.
- Stella: Goodbye.