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## Top 21 Technical account manager interview questions

- 1)What are the steps involved in the development of a product?
- 2)Name at least three best software for account management, that are widely used in the industry.
- 3)Are you aware of late mover advantage? If yes, please explain in brief.
- 4)Explain the role of digital marketing in enhancing brand awareness.
- 5)How can you achieve maximum customer satisfaction through your products?
- 6)What is a customer life cycle?
- 7)What is the theory of motivation given by sir a. H maslow?
- 8)What are the features of a product, designed for the target group representing people who are under 25?
- 9)How can you ensure that your products are relevant to the consumers?
- 10)We offer rebates and discounts. However, once we stop giving these, customers switch loyalty. How can you retain them?
- 11)How do you prefer to work – in a team or individually?
- 12)As a technical account manager, you have to perform multiple tasks. How will you finish all of them in time?



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- 13)What can you offer us that someone else cannot?
- 14)Understanding products and customers is a restless task. How do you manage your stress levels?
- 15)What are your strengths and weaknesses?
- 16)Why you chose us?
- 17)Describe your best boss and worst boss.
- 18)What is your salary expectation?
- 19)When can you begin working with us?
- 20)What motivates you to work?
- 21)Do you have any questions for us?

Source and more details: <https://prepmycareer.Com/technical-account-manager-interview-questions/>