The Lunch Interview

A: Hi thanks for joining me for lunch today.

B: Oh, I'm happy to be here. I'm really looking forward to learning more about the position and your vision for the company.

A: Yes, well as I am sure you know, I started this company back in 2002 and we have succeeded only because we have managed to recruit some amazing talent. That's why **we're looking for someone who is a great fit** to join the team next.

B: What types of employees have actually been the most successful at the company?

A: Well since we are a tech company **we find that people who are detail- oriented*** and **extremely passionate about driving innovation** tend to really stand out, especially people who aren't afraid of crazy ideas.

B: Ah that makes a lot of sense.

Key Vocabulary Phrases

1. We're looking for someone who is a great fit

2. We find that people who are detail-oriented tend to stand out

3. We find that people who are extremely passionate about driving innovation tend to stand out

4. I am confident that I could add a lot of value

5. You can't let anything fall through the cracks

6. It sounds like you have a lot to bring to the table

A: Yeah so tell me more about yourself. You said that you love bringing products to market and building relationships with clients. Can you say more about that?

B: Of course, well, as I said last week in our, in our other interview I've had a lot of different roles in different organizations within the web and tech space and the whole environment, ya know, it just really feels like the right place for me. So **I am confident that I could add a lot of value** to your organization.

A: What have you learned from your work in this field?

B: I have learned that communication between the customer-facing team and the product development team is extremely, extremely important, especially for a new company that's trying to scale.

A: Yeah? Tell me more…

B: Well I mean while I was at my last company I really tried to hone my understanding of what was happening from the back-end while I spent the majority of my time communicating with clients. Ya know you really, just, **you can't let anything fall through the cracks**, especially when you are working for a company that is trying to disrupt a market.

A: Hmm that is a problem that we are running into right now with our team. We really need people who can work to build a rapport between the development and the sales team so that everything runs more smoothly. **It sounds like you have a lot to bring to the table.**

B: Well, thank you.

A: Why don't we, um, let's follow up next week and talk more? Does that sound good?

B: Yeah, yeah that would be great. I'm looking forward to talking with you again.

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The term "detail orientated" was spoken by speaker A. "Orientated" is used more commonly in British English. In this unit, we encourage you to use the term "detail-oriented."