



Pharmaceutical Landing: How To Land The Pharmaceutical Sales Job You Want And Succeed In It!

Frank A. Melfa

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Why Not Make More Money In Pharmaceutical Sales? “First You Need to Be Ready for the Interview!” Pharmaceutical Landing’s prescription for success is a must read whether you are a recent college graduate or looking to make a career change into pharmaceuticals sales. Most candidates never make it past the first interview. Learn now what managers look for during interviews. This is a straight-talking, hard-hitting guide to landing your first pharmaceutical sales job! ·Learn what to bring, say, and show during the interview. ·How to answer the toughest interview questions related to pharmaceutical sales. ·Gain an advantage by seeing the right healthcare professionals before your interview. Do You Want to Succeed and Make \$100,000 in the First Year? “Then You Better Learn How to Work Smart!” Getting hired is just half the battle. Keeping your job and excelling in it is the other half. Learn how to gain a competitive edge on the rest of the 90,000 pharmaceutical reps in this country: ·Outsell your competition by gaining access to no-see doctors and then Own their Offices! ·Outsmart by calling on the right doctors, the right amount of times using an ironclad schedule. ·Outbattle by learning how to present, ask questions, overcome objections, and close the sale.

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