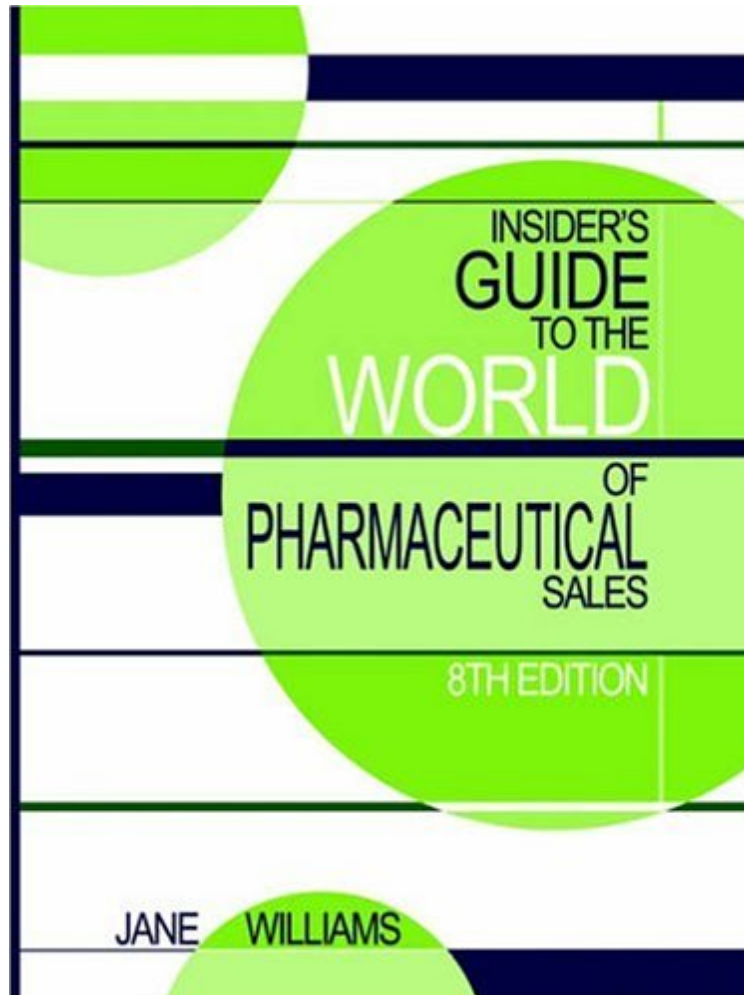


Insider's Guide to the World of Pharmaceutical Sales, Eighth Edition

Jane Williams

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Jane Williams : Insider's Guide to the World of Pharmaceutical Sales, Eighth Edition before purchasing it in order to gage whether or not it would be worth my time, and all praised Insider's Guide to the World of Pharmaceutical Sales, Eighth Edition:

37 of 38 people found the following review helpful. Excellent introduction to drug rep jobsBy AcornManAfter talking to several pharmaceutical reps I know, I decided to shoot for a sales rep job myself. This book gives some very good insight into what it takes to land a job in the industry, what kind of people you'll be dealing with, what the hiring pricess is like (with particular emphasis on the interviews), and then what the job is like for people who manage to get hired. I'm very glad that I took the time to read this book because, after finishing it, I realize that being a

pharmaceutical sales rep sounds like one of the most horrible careers imaginable. Obviously this is simply my own opinion, and I know there are plenty of people out there who enjoy this kind of work, but nearly every single thing about it, from the way applicants are screened, to the shameless pandering that sales reps must do on the job, sounds simply awful to me. If you are considering a career as a drug rep, you should definitely do your homework to make sure it's really something you would enjoy. This book may very well convince you that you would love it. If so, that's great, and I hope you are successful. But if this kind of work is not right for you, this book can be equally helpful because you'll find out by reading it what the job is really like. There are a lot of books on this subject on the market right now, but of the two I purchased, this was by far the better one. 0 of 0 people found the following review helpful. Five Stars By Danelle Good 0 of 0 people found the following review helpful. Do you have questions about the Pharmaceutical Sales Industry but have no one to ask? By Pep I recommend this book for anyone who wants to get an idea of what the Pharmaceutical Sales Industry is like. This book answered "all" of my questions!

The new "Insider's Guide to the World of Pharmaceutical Sales," 8th Edition, contains 196 pages of outstanding pharmaceutical sales job interview and pharmaceutical selling information. It is a complete pharmaceutical sales interview guide offering step-by-step instructions on how to gain a pharmaceutical sales position and then excel at the position. For new pharmaceutical sales representatives who want even greater insight into the industry and more advanced pharmaceutical selling information, Jane Williams has written the new title, "Professional Pharmaceutical Selling." This detail intensive new book will give them a notable advantage over other new pharmaceutical sales representatives and those with less than three years of pharmaceutical selling experience, especially those who do not have hospital or specialty selling experience. Highlights of the New Eighth Edition! . 155 Pharmaceutical Sales Interview Questions and Answers. . 28 Top Pharmaceutical Company Profiles. . List of 300 Pharmaceutical Companies. . Crafting the perfect Pharmaceutical Sales Resume. . Networking successfully to gain a position. . Finding unadvertised Pharmaceutical Sales positions. . Successfully negotiating multiple, increasingly difficult interviews to get the job. . Surpass the competition and land a Pharmaceutical Sales position. . Winning a Pharmaceutical Sales job without having sales experience. . Be a "picture-perfect" Pharmaceutical Sales Representative! . Detailed "Day in the Life" of a Pharmaceutical Sales Representative. . Physician/District Manager Personality Profiling. . Career Comparison Guide preparation for candidates who DO NOT have Pharmaceutical Sales experience. . Systematic instructions on how to prepare your "Sales Binder" for job interviews. . Complete step-by-step instructions on how to sell a pharmaceutical product with examples outlining every detail of the sales presentation, including the dialogue. . Information throughout on how to be a successful Pharmaceutical Sales Representative.

"...the premier resource for professionals considering a sales career in the pharmaceutical industry. I recommend this book..." -- Lori Shreve Blake, Director, Alumni Student Career Services University of Southern California May, 2005 "Any industry pro considering a career in pharmaceutical sales must obtain the updated 8th edition INSIDER'S GUIDE TO PHARMACEUTICAL SALES." -- Diane C. Donovan, Editor, Midwest Book , May 22, 2006 "Jane Williams has supplied her readers with a powerhouse of information in an easy to read, concise format." -- Lorraine Griffin, Editor Resume Authors March 1, 2002 "Jane Williams fabulous book, Insiders Guide to the World of Pharmaceutical Sales...is a MUST-READ" -- Bridget Weide, C.P.R.W., Editor Resume Writers Digest May 1, 2002 "This is the definitive information and 'how-to' book in this field..." -- Lois Jobe, C.P.R.W. ASAP Resume Services May 15, 2001 "Any industry pro considering a career in pharmaceutical sales must obtain the updated 8th edition INSIDER'S GUIDE TO PHARMACEUTICAL SALES." -- Diane C. Donovan, Editor, Midwest Book , May 5, 2006 From the Publisher The "Insiders Guide to the World of Pharmaceutical Sales" is now in its Eighth Edition. This wonderful guide has helped thousands in their pharmaceutical sales career endeavors over the past seven years. We frequently receive messages from happy customers telling us how much the guide has helped them in their quest for a pharmaceutical sales position and how they landed the job. They all want to know if Jane Williams has written other books on pharmaceutical selling. We are happy to announce that she has! We published "Professional Pharmaceutical Selling" in June 2005. This book offers even more in-depth selling information and is an outstanding resource for the pharmaceutical sales professional. The "Insiders Guide to the World of Pharmaceutical Sales" continues to be the top selling career guide in its class. It is exceptional and the demand from college students, career transition customers, as well as career professionals, for this book has been amazing. Seeing the title accepted by numerous universities such as the University of Southern California, the University of Mississippi the Western Michigan University, etc. for their sales and marketing classes and career offices has added to the success of this outstanding career guide. A few months ago, we also published a general job interview guide by Jane Williams for anyone who needs to learn how to sell themselves. "Sell Yourself: Master the Job Interview Process" quickly became a best-seller in the job interview category. Outstanding knowledge and excellent selling advice are what we have come to expect from this exceptional author. It is our pleasure to continue working with Ms. Williams. From the Author Pharmaceutical selling was a thrilling experience for me! It takes selling skills, tenacity, extensive product knowledge, and excellent "people" skills

to get the job done. Pharmaceutical selling is challenging and extremely rewarding. The monetary rewards are well worth the effort alone, but the personal rewards are beyond price! I could never place a price tag on how it feels to know that I have helped people who suffer and long for hope and a good outcome to their illness and an end to their pain. Together, my pharmaceutical company employer and I provided necessary information and support, in the form of studies and product information to physicians, and this influenced their choice of treatment modalities for their patients. In this way, I did my part to alleviate suffering. Pharmaceutical selling is not "just a job." Pharmaceutical sales is a rewarding career that demands the very best from the sales representative. By writing the "Insider's Guide to the World of Pharmaceutical Sales," and "Professional Pharmaceutical Selling" I feel that I am once again doing my part to help alleviate pain and suffering. This time I am doing it indirectly by helping the best pharmaceutical sales candidates gain positions in this worthy profession and teaching them how to be the very best pharmaceutical sales representatives that they can be after they win the position.