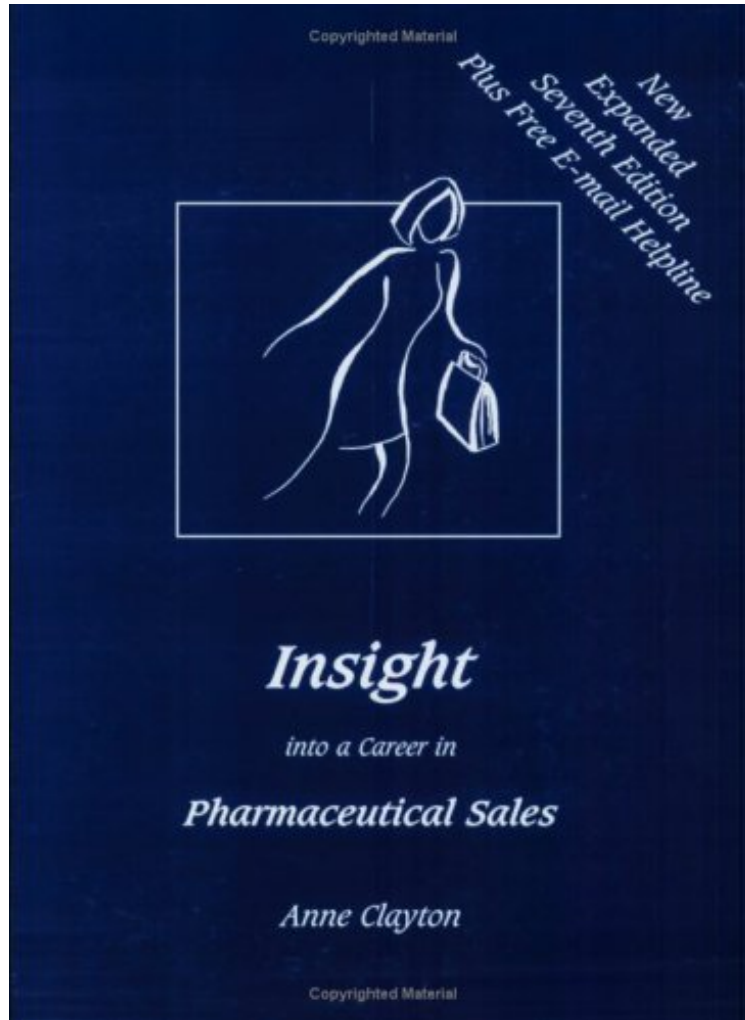


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Insight into a Career in Pharmaceutical Sales

Anne Clayton

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Anne Clayton : Insight into a Career in Pharmaceutical Sales before purchasing it in order to gage whether or not it would be worth my time, and all praised Insight into a Career in Pharmaceutical Sales:

1 of 1 people found the following review helpful. Waste of moneyBy CustomerI snagged this book on the advice of a friend. Do you really need a book to figure out what it takes to work in a sales role with in the pharma industry? There was no real insight gained here. If you don't already have some clue about what qualities companies are looking for, this book isn't going to teach you. I've been in sales for over 10 yrs, and this was just money flushed away. Might be decent for a recent college grad that has no clue what they want to do, or how to go about doing it, but as a tenured professional, save your money.4 of 5 people found the following review helpful. Save your money!By The Queen of KingsWhen I read the description of the book, it stated that it is a good resource for people that are already in

pharmaceutical sales. WRONG!!! It gives NO examples of resumes for people who may already be in pharma sales but want advice on how to retool their resume. Also, with respect to resumes, there were only three examples in the book. For the money, there should have been more than three. Another reason why I purchased the book was because it stated that there would be help via email, with some type of response within 48 hours. I sent my resume to the email address over a week ago and still have not heard anything...not even a "we received your information and will send you a response soon." NOTHING. So, my advice if you are already in pharma sales and want to know how to spruce up your resume is to spend your money on one of those books with a gazillion resumes in it, like resumes for 100,000 jobs or something like that. It's less expensive and will give you more bang for your buck. 0 of 0 people found the following review helpful. Very informative book...By Henry R Cabillon This book is a step by step guide into the pharma world...even though it was from 2005, the large majority of the content still pertains in acquiring a position in pharmaceutical sales. Great buy!!!

Now in its 7th edition, *Insight into a Career in Pharmaceutical Sales* provides you the candidate with the "gold standard" resource for marketing yourself and building a career in the pharmaceutical industry. It will educate you on the pharmaceutical industry, outline the position with all the positives and negatives, describe step-by-step how to network in your area, explain how to research potential employers and uncover job opportunities, how to craft your resume and cover letters (with examples) for the pharmaceutical industry, how to answer over 126 industry-specific interview questions and even how to dress for success. In addition, you will receive absolutely necessary research for any interview--complete profiles on over 60 major pharmaceutical manufacturers including web sites, addresses, phone numbers, plus company summary, history, annual sales, sales force size, current and future products and their indications. The company profiles alone will save you hours of research. Make yourself the top candidates in the interview process and secure your offer in the pharmaceutical industry.

About the Author Anne Clayton had a career of nearly thirty years in the pharmaceutical industry. Positions include a field sales representative, district sales manager, manager of sales training, product marketing manager, and regional sales director. Since 1998, when Anne wrote and published the first edition of *Insight*, Anne has devoted her time to assisting candidates and personally answers questions from readers with her email help line listed in the book.