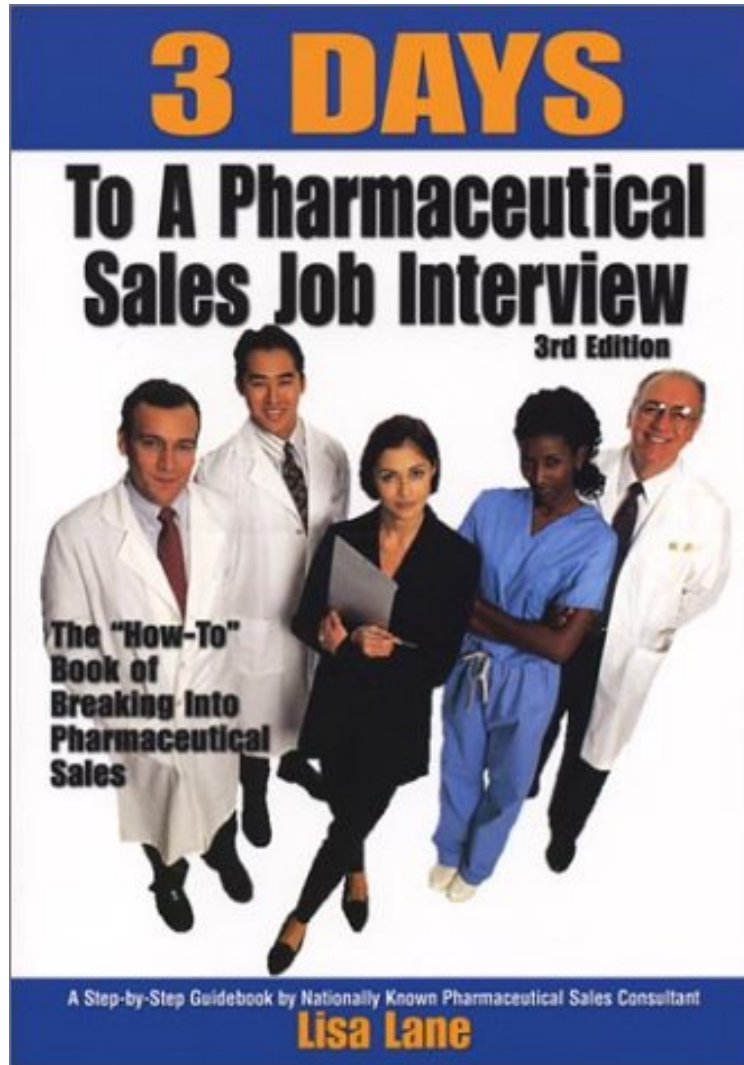


(Library ebook) 3 Days to a Pharmaceutical Sales Job Interview, 2004-2005 Edition

3 Days to a Pharmaceutical Sales Job Interview, 2004-2005 Edition

Lisa Lane

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Lisa Lane : 3 Days to a Pharmaceutical Sales Job Interview, 2004-2005 Edition before purchasing it in order to gage whether or not it would be worth my time, and all praised 3 Days to a Pharmaceutical Sales Job Interview, 2004-2005 Edition:

2 of 2 people found the following review helpful. Great book! I owe my new career to it.By A CustomerI wanted to get the most current info for a job search in this field and bought this book 2 months ago when it first became available. I now have a job in the pharmaceutical industry! I interviewed with several companies and was just offered this position.It seems like I know so much about the industry for someone who has never done this before. It was due to following this book. It offered a ton of insight into this industry, helped me land interviews, helped me get thru my

interviews with the right answers and ultimately helped me stand out from my competition. Fun to read, a professional, concise format, and full of great illustrations from the industry. The resume tips were great and extensive. If you follow the info from this book, you will be amazed at what a difference it will make! 9 of 9 people found the following review helpful. Well worth it....really works! By Brent I have worked as a Chemist in Pharmaceutical Manufacturing for about four years and have always had an interest in Pharmaceutical Sales. Lack of sales experience had been a major setback in landing a Pharmaceutical Sales position until I purchased this book. After completing the three day course, and realizing there were ways to get around lack of sales experience, I landed five interviews with top Pharmaceutical Companies such as Aventis, Novartis, First Horizon, GSK and Berlex labs. Interviews went well and I recently accepted a position as a Pharmaceutical Sales Consultant with Berlex Labs. I wanted to encourage anyone and everyone with a drive to purchase this book. Well worth the money and it really works! Best regards, Brent 4 of 4 people found the following review helpful. Outstanding publication. By A Customer I bought the 3rd Edition of this book (2004-2005 edition). This is by far the most up to date information on the industry that I have seen. It has great contact information for companies, recruiters, pharma job sites, great creative tips for writing a resume that really stands out, a great comprehensive section on interviewing (most of the questions that I was asked were covered in this book), and most of all, great ways to find unadvertised openings. I uncovered 5 openings in my area by using these tips. It really is an outstanding publication. Bookstore quality, great graphics, a great resource and fun to read. Apparently, there was another edition of this book which wasn't sold in bookstores which wasn't bookstore quality but this one definitely is....highly recommended!

3 Days to a Pharmaceutical Sales Job Interview is loaded with everything that you need to know to break into pharmaceutical sales. It is the best selling pharmaceutical sales book on the market and is the ONLY "how to" book endorsed by the American Pharmaceutical Sales Association. With the highest standards, the APSA advisory board consists of members who work or have worked for most of the high profile pharmaceutical companies. Readers of this step by step program will learn how to land interviews, impress managers, stand out from the crowd of applicants and start a career in pharmaceutical sales! Excerpts of the material have been printed in over 30 newspapers including The Miami Herald, The Chicago Tribune, The LA Times, The Baltimore Sun, and Sales and Marketing Management Magazine. 3 Days to a Pharmaceutical Sales Job Interview is an amazingly effective step by step program which has been used by thousands to help them land pharmaceutical sales jobs worldwide. With the authors insight, applicants learn how to shorten their job search, locate unadvertised job openings, get direct access to managers home addresses and email addresses, and learn how to effectively market themselves and their resumes for the attention that they deserve....Its a sure shot way to get your foot in the door! (Book purchase also includes free one on one job coaching! Simply email the author with any questions about pharmaceutical sales or your job hunt. She will usually respond to any questions within 24 hours) 3 Days to a Pharmaceutical Sales Job Interview has helped thousands of applicants land interviews with top pharmaceutical companies. This step by step guide, written by a 15 year veteran pharmaceutical consultant is loaded with "knock their socks off" tips to help job seekers stand out from the crowd and land interviews for pharmaceutical sales jobs. Expert advice covers all areas of the pharmaceutical sales job hunt starting with a copyrighted step by step guide to landing interviews. (A guide in itself) The guide book also addresses the basics of the job hunt including: frequently asked questions about the pharmaceutical sales job hunt, how to write a successful pharmaceutical sales resume, tips for writing e-resumes, resume samples, cover letter do's and donts, sample cover letters, phone interviews...what to expect, preparation for face to face interviews, questions to ask your interviewer, interview questions and answers, the brag book, career organizer worksheets, resume tracker, and resource pages. This comprehensive guidebook/workbook covers all the bases of the pharmaceutical sales job hunt. A must have for any job seeker in this competitive job market!

This book has it all! I recommend it to my clients and have heard nothing but raves. -- Marty Weitzman, Former President and Executive Vice President, National Resume Writers' Association From the Publisher Hot off the presses! The 3rd edition of this highly sought after resource, 3 Days to a Pharmaceutical Sales Job Interview is now available. Author, Lisa Lane, nationally known pharmaceutical sales expert, has once again, provided the reader with her latest "3 Day Plan" to land a career in this competitive field. Touted by many as the "how-to" book of breaking into pharmaceutical sales, readers will be thrilled to find that this book covers all of the bases of a successful pharmaceutical sales job hunt and keeps the reader entertained along the way. Whether the reader is a recent college grad, a candidate transitioning into this industry or a seasoned pharmaceutical rep, all will find that every page is packed with valuable insider information giving the reader a true competitive advantage for landing and mastering interviews to win the job. About the Author Lisa Lane is the pharmaceutical sales industry's most visible author and consultant. Her pharmaceutical career began 18 years ago when she landed her first sales position right out of college. Since then, she has been an award-winning sales representative with Sandoz (Now Novartis), Glaxo Smith Kline and Schering Plough and has held positions as sales trainer and promotional planner. She is currently President of Drug Careers, Inc, a leading pharmaceutical sales career development company which provides curriculum for entry level

training programs provided by the American Pharmaceutical Sales Association as well as for their University programs across the US. She is recognized as an authority in her field and is the recipient of a Marketing Destiny Award for creative sales programs. She has served as a career expert for many pharmaceutical career websites and the career sections of many newspapers and periodicals including "Career Builder", Sales and Marketing Magazine, The LA Times, The Baltimore Sun, The Miami Herald, The Chicago Tribune and over 20 others. She maintains daily contact with professionals in all areas of pharmaceutical sales, counsels her customers, and devotes a lot of time staying on top of current pharmaceutical news and information.