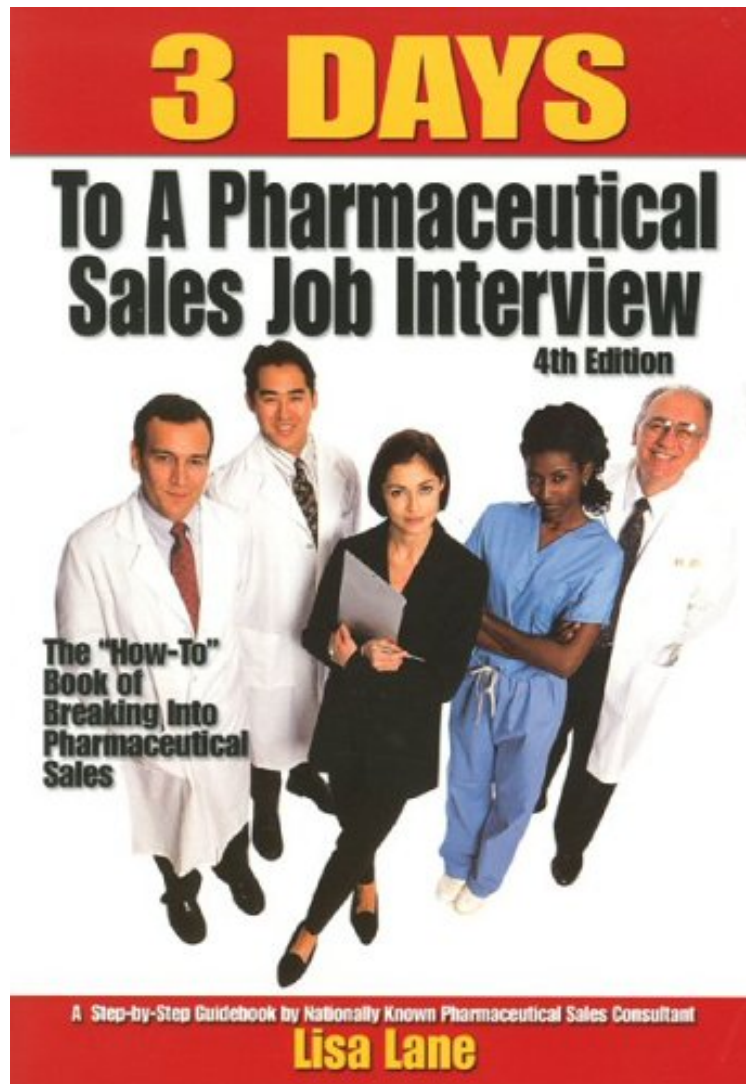


(Download free ebook) 3 Days to a Pharmaceutical Sales Job Interview (4th Edition)

3 Days to a Pharmaceutical Sales Job Interview (4th Edition)

Lisa Lane

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Lisa Lane : 3 Days to a Pharmaceutical Sales Job Interview (4th 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 (4th Edition):

3 of 3 people found the following review helpful. Basic interview textBy M. KaiDidn't get the job, but the book did help me a little during the multiple interviews. The better option is to call a rep and have a sit-down to go over the ins and outs. If you can't find one, go to your local pharmacy, they'll have contact info for you. Good luck!0 of 0 people found the following review helpful. I recommend her book to anyone that asks meBy Zachariah BallingerLisa Lane's 3 Days To A Pharmaceutical Sales Job Interview is a must read for entry-level professionals looking to break into the

industry. This book covers the basics to breaking into the industry. If you are serious about a pharmaceutical sales job, this book is a must read. I recommend her book to anyone that asks me, How do I get into pharmaceutical sales? I used her advice 11 years ago to land my first pharmaceutical sales job. Also, Check out the Hot Seat: How to Meet the Challenge of a New Era in Job Interviewing:http://www..com/Hot-Seat-Meet-Challenge-Interviewing/dp/1508479372/ref=sr_1_2?s=booksie=UTF8qid=1426385595sr=1-2keywords=the+hot+seat6 of 8 people found the following review helpful. Only 23 days and a JOB!By Amanda C.After reading so many encouraging testimonials about this book, I just felt I had to add my success story to the many more before me! I ordered 3 Days book on Jan 4th 2006. I read it completely in one night....what a fantastic approach! I was instantly excited, especially as applying on-line for pharma sales positions was getting me no where! Within 4 days of reading the book I had completely re-written my resume and cover letter, on day 5 it was printed and bound into folders. By day 6 I was ready to go! I only had the afternoon but I couldn't wait any longer. I met 6 reps in 3 hrs, all of whom were very helpful and one of which knew of an opening!!! Amazing! He asked me to call him later that night ...which I did. Day 7, I met the rep again for a coffee and a longer chat. On Day 8 the rep very kindly put me forward for 2 positions within the company! On Day 9 I went through the 1st phone screen....I got through instantly and I was scheduled for the next level phone screen on Day 14! I passed the second phone screen instantly too and on Day 16 I had my first interview with a DM! On day 18 I was in the field with one of their top reps...Day 21 I had an interview with another DM...Both DM's wanted to move me forward to the next level! Day 22 I had an interview with the Regional Business Manager and on Day 23 I WAS OFFERED THE JOB!!!! I start as a Pharmaceutical Sales Rep with J n J in 2 weeks! Unbelievable! From book arriving to job offer in 23 days!!! My friends can't believe it either. They are all reading the book now. I'm so excited and thankful that I bought this book that I wanted to share my story with everyone who is considering a career in pharma sales.

The most effective approach to landing pharmaceutical sales jobs. Updated annually, this step-by-step program has been used by thousands to help them land pharmaceutical sales jobs throughout the United States and Canada. Applicants learn how to shorten their job search, locate unadvertised job openings, get direct access to managers' home addresses and e-mail addresses, and how to effectively market themselves. For recent college graduates, anyone looking to transition into a pharmaceutical sales career, and current pharmaceutical reps wishing to change companies.

Book also includes "Pharmaceutical Company List On Disc" software! Email the author for the link and conduct an entire pharmaceutical sales job search with ease. --Lisa Lane (author)About the AuthorLisa Lane is the pharmaceutical sales industry's most visible author and consultant. Her pharmaceutical career began when she landed her first sales position right out of college. She has since also held positions in product marketing and sales force training. Currently, Lisa Lane is President of Drug Careers, Inc, a leading pharmaceutical sales career development company which provides curriculum for entry level training programs for 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. Lisa 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.