



118 GREAT Answers to Tough Pharmaceutical Sales Interview Questions

Anne Posegate, Lisa Lane

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118 Great Answers to Tough Pharmaceutical Sales Interview Questions gives the actual interview questions and GREAT answers before the interview.....suddenly, no question is too tough and the reader has all the insight to answer with an unfair advantage over the competition.

With job winning advice from two pharmaceutical industry experts, this book tells exactly what to expect during the interview and gives specific, impressive, answers that help nail the interviews.

Pharmaceutical Sales is one of the most sought-after careers in America. Competition for these coveted jobs is fierce and performing well during the interviews is the key to breaking in. Don't go to your pharmaceutical sales interview without having read this book!

ALSO INCLUDES:

Answers to tricky behavioral questions

Situational questions: What to say

How to answer in STAR format

Rules to answer by

Best way to sell something during your interview

What are they looking for anyway?

What do you need to know?

Pharmaceutical industry career paths

The interview process from start to finish

Phone interviews: What to expect and how to succeed.

How to close your interviewer

Tips and tricks that impress

Brag book musts

Resume keywords that land interviews

What People Are Saying:

"Pharmaceutical sales interviews are challenging. Preparation is key to mastering these interviews and impressing the many interviewers. 118 Great Answers to Tough Pharmaceutical Sales Interviews is interview preparation at its finest. The advice is accurate, targeted, and informative and helps the reader focus in on exactly what to expect rather than leave them guessing. This book puts the interviewer in the driver's seat helps them steer their way directly into a career in pharmaceutical sales. A true companion for the serious pharmaceutical sales job seeker!"--b>Adam Roerden -District Manager, Key Pharmaceuticals)

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