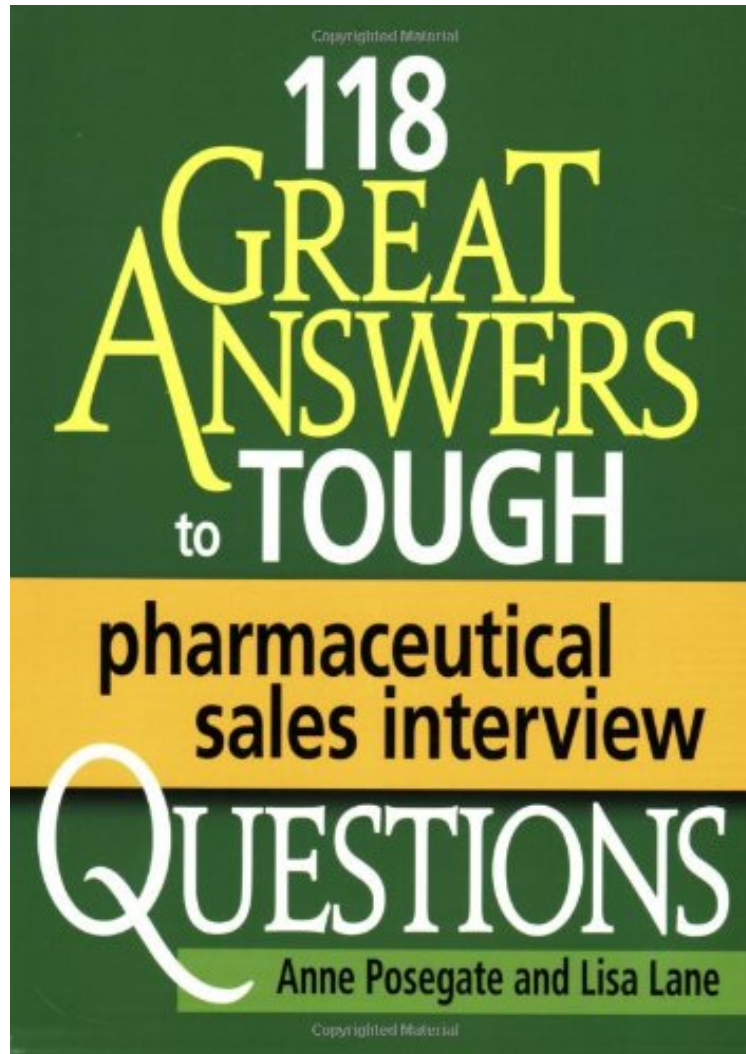


118 GREAT Answers to Tough Pharmaceutical Sales Interview Questions

Anne Posegate, Lisa Lane
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Anne Posegate, Lisa Lane : 118 GREAT Answers to Tough Pharmaceutical Sales Interview Questions before purchasing it in order to gage whether or not it would be worth my time, and all praised 118 GREAT Answers to Tough Pharmaceutical Sales Interview Questions:

6 of 6 people found the following review helpful. good book, even better for the beginnerBy courtneyI have 6 years of pharma sales experience with Pfizer, the first company that I started with right out of school. I am currently interviewing for the first time since then with a different company with the hopes of better pay and more opportunity to climb the corporate latter. That being said, you can never be too prepared for an interview. I thought this book was

thorough and gave great examples of questions and how to best answer them. They focus on answering in the STAR format which is a MUST if you want to have a successful interview. Some questions were basic and the answers didn't apply to someone with experience, but overall the book provided great guidance for the structure of the interview process and the demand of the questions. My entire process was a series of the first interview being just walking the hiring manager through my resume. the second interview was 5 hours ALL STAR format questions were asked and it was very intense! The third interview was 45 minutes over a cup of coffee to clarify and specify some things. The 4th round was a field ride with a seasoned rep and I have my final interview and I am the sole candidate left to meet with the regional sales director. That being said, this book and other research and preparation helped me gain the job offer. 1 of 1 people found the following review helpful. A GREAT GUIDE! By Zachariah Ballinger I have been in pharmaceutical sales for almost 12 years and have recently written, "The Hot Seat: How to Meet the Challenge of a New Era in Job Interviewing. I always recommend other career books to my clients for the professional development. I think, "118 Great Answers to TOUGH Pharmaceutical Sales Interview Questions, is a great book to use as a reference. Obviously, a job candidate must tailor their answers to their own success, but reviewing books like this can always help a candidate prepare more for job interviews. Preparation is key to landing your career in pharmaceutical or medical device careers. This book provides a good foundation to sample questions and answers, but remember it is just a guide. Make sure in the interview you don't sound like you have just regurgitated a bunch of answers from a book or off the Internet. I do recommend this book to anyone looking to get into pharmaceutical sales or who is looking to brush up on their interviewing skills. A GREAT GUIDE! For more free tips, check out www.topthehotseat.com 1 of 1 people found the following review helpful. good for any interview By Michael This book can be applied to any interview. Nothing special selected just for pharmacy interviews. I ordered it for my kindle because I had a pharmacy interview. In my interview they didn't ask any of these questions. However, I did feel prepared (psych) because I "did homework". So I went into the interview feeling confident. I did get a job offer. The first in 4 years!!

From the Publisher 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!" --bAdam Roerden -District Manager, Key Pharmaceuticals)

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Contents About the Author Since 1999, authors Anne Posegate and Lisa Lane have helped thousands break in to pharmaceutical sales. Combined, they have backgrounds in human resources, pharmaceutical sales and sales training, resume writing, interview coaching, and product marketing.