



The Medical Sales Handbook: Your Complete Guide to Entering Medical Sales, Achieving Success and Managing Your Medical Sales Career. (Paperback)

By Charles Sharpensteen

Createspace Independent Publishing Platform, United States, 2012. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.The Medical Sales Handbook for 2015 is your complete guide to entering Medical Sales and managing your Medical Sales career. It is your answer to. How to Enter Medical Sales? If you are serious about landing a Medical Sales position - order this book before you do anything else! It's all here! * How to prepare yourself for a career in Medical Sales * Finding Medical Sales opportunities * Resume preparation and tips * Complete interview preparation * Managing your Medical Sales career * Tips to ensure your long-term success * And so much more! Before you sign up for expensive schools or classes, take the time to read the straight forward and easy to understand Medical Sales Handbook. Chuck Sharpensteen, founder of Premier MedSearch, started his Medical Search and Recruiting career in 2005 following twenty years experience in sales, sales management and product marketing with Johnson Johnson Critikon, Hill-Rom, McKessonHBOC and STERIS Corporation. His entire career has been with medical companies and his experience in the medical industry ranges from Med/Surg disposables and high-end capital equipment to healthcare software...

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