



Insight into a Career in Pharmaceutical Sales

Anne Clayton

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In 1998 Anne Clayton after 30 years of experience in the pharmaceutical industry decided that it was time to assist so many like herself that struggled to secure a position in pharmaceutical sales. A Registered Nurse, without a single day of sales experience it took her 5-6 months with many rejections to secure a position, after learning and developing a strategy of consistent networking she developed, she completed a 30 career in the industry in 1998. With 8 years in Field Sales, then District and Regional Management, now Anne also had experience interviewing for nearly 13 years on the other side, she saw many candidates making the same exact mistakes, she decided to write her strategy once retired. Besides sales management, she secured industry experience as a Director of Training, Managed Care Account Executive and Product Manager positions in marketing. The absolute first book on how to obtain your career in Pharmaceutical Sales was Insight, in 1998. No other book was on the market, for this industry, no so called pharmaceutical associations, no certificate programs, etc. (which are not needed). Literally a 1000 success stories from individuals such as teachers, police officers and pharmaceutical reps changing organizations and even getting there second job using insight have been sent to Anne. Its your time to get obtain your career and get started in the pharmaceutical industry. This book, once read, will cut months off your search time. Not just a pharmaceutical representative for a few years, but multiple positions within the pharmaceutical corporate structure puts this book at the highest level available today. Now Anne releases her 10th Anniversary Edition ready for 2009, first with a current state of the industry, which informs you there are numerous opportunities available in existing and emerging pharmaceutical companies (both biotech and small and medium pharma) contrary to many media reports of the industry (many larger pharmaceutical firms). In fact nearly 100,000 pharmaceutical representatives are working today in the United States. Anne then informs you the most critical part of every edition she has wrote, how to network to obtain that productive interview that includes specific directions every step of the way. This includes exactly what words to use when networking with a representative. It is not about resume's, its learning to know people and companies by networking. Way too much emphasis is put on resume's by candidates. This is not a resume industry. Though a short chapter on how not to write a poor one is included. In addition there is over 131 questions and answers used in interviews today. Your not going to hear a question in an interview that is not been covered. Two professionally recorded audio CD's duplicate these questions and recommended answers that raise your interview skills to put you in the top 1 percent of candidates, whether in the car or using your MP3 or iPod. You need to start getting to those second third and final interviews and you need to devote your time to your goal of obtaining that offer. Then, over 50 in depth pharmaceutical company profiles, which includes the company summary, history, annual sales, CEO, major products and products in the pipeline, saving you literally hours of research time. Each page takes about 2-4 hours of work, no book has the in depth information on companies as Insight does. You are now ready for any phone or initial interview or networking with the information at the tip of your hands. Feel free to write Anne at the email address in the book.

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