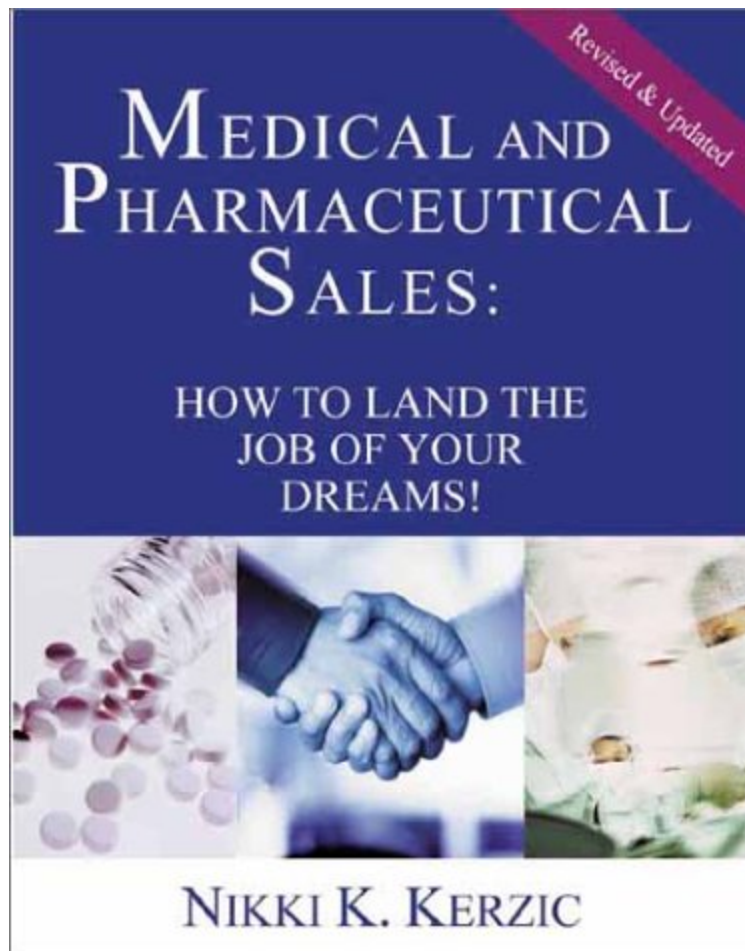


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Medical and Pharmaceutical Sales: How to Land the Job of Your Dreams! (Revised and Updated) (Second Edition)

Nikki K. Kerzic

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Nikki K. Kerzic : Medical and Pharmaceutical Sales: How to Land the Job of Your Dreams! (Revised and Updated) (Second Edition) before purchasing it in order to gage whether or not it would be worth my time, and all praised Medical and Pharmaceutical Sales: How to Land the Job of Your Dreams! (Revised and Updated) (Second Edition):

4 of 4 people found the following review helpful. Straight forward and honestBy rmotoI found this book very helpful! I am a recent college grad and the creative networking techniques helped me to get several interviews in pharmaceutical sales. And to the reviewer from Colorado - get over yourself! There are several people that do make simple mistakes in the interview process and this book just points them out to help everyone. For someone like me with no experience in the industry, I found this book to be incredibly helpful and covered all of the bases. I have

recommended it to several friends looking for jobs.10 of 15 people found the following review helpful. Insulting and WorthlessBy A CustomerA pharmaceutical representative recommended this book to me as I'm pursuing a job in this industry. The author indicates that she worked first as a representative and later as a recruiter. Her writing maintains the condescending attitude so prevalent among the people that work for these companies. Ms. Kerzic actually suggests that I should buy a good pair of shoes and a nice suit to interview in. Is she kidding? In my industry you either wear the best suit and shoes that you can afford or you'll quickly be out of a job. Does she honestly believe a reader would show up wearing shorts and a tanktop? Other useful tidbits include phrases like, "don't waste my time". Sorry Ms. Kerzic, but if I decide to show up for an interview, apply for a job, or send you a resume', it is OUR time. Mine is just as important as yours. She throws in a few hints on resume' building, but I've found much better formats that have resulted in interviews by consulting my local library. On the other hand, I will utilize some of her advice in writing my review of her book. If you're considering buying this book, don't waste your time OR your money!5 of 11 people found the following review helpful. An excellent and practical resourceBy Midwest Book ReviewNow in a revised and updated second edition, *Medical And Pharmaceutical Sales: How To Land The Job Of Your Dreams!* by experienced medical sales representative Nikki K. Kerzic is a solid and "reader friendly" guide to pursuing a professional career in the dynamic and competitive field of medical and pharmaceutical sales. Individual chapters address preparing a resume; working with recruiters; preparing for the job interview; overcoming hurdles; and much, much more. *Medical And Pharmaceutical Sales* is an excellent and practical resource which is highly recommended as an instructional reference for job seekers in this specialized and potentially lucrative sales field.

Recession-Proof Your Career! This is the second edition of the top-selling book, *Medical and Pharmaceutical Sales: How to Land the Job of Your Dreams!* by Nikki K. Kerzic. This is the only comprehensive book on how to land a lucrative, challenging, and satisfying job in the hottest sales career available. This book will give you the insider's information you need to land your dreams job including information on resume writing, recruiting strategies, networking, interviewing tips and questions, and up-to-date industry and company research. This book is a must-have for any serious job seeker!

About the AuthorNikki K. Kerzic has been in the exciting and profitable field of medical sales as a top performing Sales Representative, Field Sales Trainer, and District Sales Manager for Fortune 50 companies such as Johnson Johnson. Now she is the owner of Executive Connection, Inc., one of the leading medical sales recruiting and career consulting firms in the country.