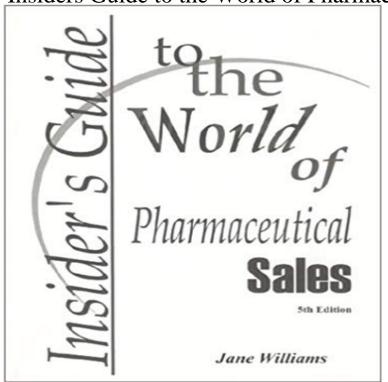
Insiders Guide to the World of Pharmaceutical Sales, 5th Edition



A must have book for anyone who desires a pharmaceutical sales job. The Insiders Guide... is a complete guide offering step-by-step instructions on how to gain a pharmaceutical sales position. This includes instructions on resume positions, preparation, applying for uncovering unadvertised positions, gaining interviews, successfully negotiating interviews, interview questions and answers, pharmaceutical selling instructions and examples, salary negotiation, pharmaceutical sales industry outlook, pharmaceutical company profiles, listing of pharmaceutical contract companies and a listing of pharmaceutical companies with web site addresses.

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