

# Questions and Answers

The medical sales job search is competitive. You might have just the right experience and skills, but it all comes down to that one moment — the interview. There's more to reciting the right answers to interviewers' questions. You have to understand what they're looking for and how to formulate the *best* response for you.

To add to the stress, the number of interview questions out there is innumerable. So, we're narrowing it down to the top 10 inside medical sales representative questions and answers. This gives you the opportunity to practice before an interview and grow that confidence to show them why you're right for the job.

Here are the 10 inside medical sales representative questions and answers you should know:

## 1. Why do you prefer inside sales over outside sales?

There are distinct differences between inside and outside sales roles. Interviewers ask this question to ensure you understand those key differences. Also, they're looking to see if your perception of inside sales aligns with their open role.

Review the job description before arriving at your interview. Discuss why you love taking part in inside sales duties, such as:

- Marketing products online
- Resolving customer complaints

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