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The Sales Interview: Step-By-Step Guide for Sales Candidates: Pharmaceutical - Biotech - Medical - Surgical (Paperback)

By Scott Rheault

Createspace Independent Publishing Platform, United States, 2012. Paperback. Condition: New. Language: English. Brand new Book. "It's the ultimate how-to guide. If you're a candidate, The Sales Interview is the best investment you will make and will help you stand out from the very start." -Karen Halkovic, President of Biotech Pharma Recruiters, Inc. Position yourself as THE CANDIDATE by knowing exactly what the hiring manager is looking for, what they are thinking, how to prepare, and what to expect. Different from other books, the bullet-point format is written specifically for pharmaceutical, medical, surgical and biotech sales candidates who need practical, effective, easy to implement interview guidance. This is a real how-to guide formatted to reflect the interview process from resume to job offer. It is clear, concise, comprehensive, and current. Rheault, an award-winning industry veteran, provides The Sales Interview in a step-by-step guide culminated from nearly three decades of experience. This guide is packed with "insider" information, best practices, sample questions, tips, and traps. Learn to create a results-focused resume, conduct research, secure face-to-face interviews, and answer the most difficult behavioral questions. You will be better prepared, more confident and best able to present your skills and abilities by knowing exactly...



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