Each line is selected in turns, followed by a sequence of caret in the next line, just below the pattern that requires substitution. The cursor is positioned at the end of this caret sequence, waiting for your response.

9876|jai Sharma | director |production |03/12/50|7000

2365|barun sengupta |director |personnel |05/11/47|7800

1006|chanchal singhvi |director |sales |09/03/38|6700

6521|lalit chowdury |director | marketing |09/26/45|82000