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Retail Sales Training Manual Norma O. Frame, 1995 *Sales Development and Training Manual*, 1964 **Smart Guide to Becoming a Medical Sales Representative** Penny Dhanjal, 2010-09 The author was winner of the pharmaceutical mental health hospital representative of the year 2007, overall speciality care representative of the year 2007. She has spent over 15 years within the industry. Her career began straight after graduating from university. The first post within the industry was with a contract company selling to retail pharmacists. Once the contract ended, she moved on to another contract company to gain GP Hospital experience. After 18 months here, increasing her experience of contract work, she was successfully employed with an ethical sales company which involved working with GPs, hospital doctors, and retail pharmacists. She gained a vast amount of experience with them, and after 18 months, she was headhunted to go and work with a company called Lorex pharmaceuticals. At Lorex and with all the companies that followed, she was a top performer in terms of sales and all other objectives she was set. From starting in the industry to date, she has gained valuable experience as a sales representative, field trainer, regional sales manager, and has experience working with PCTs. This book provides you with real experience and tips which are invaluable for any one new to the industry.

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