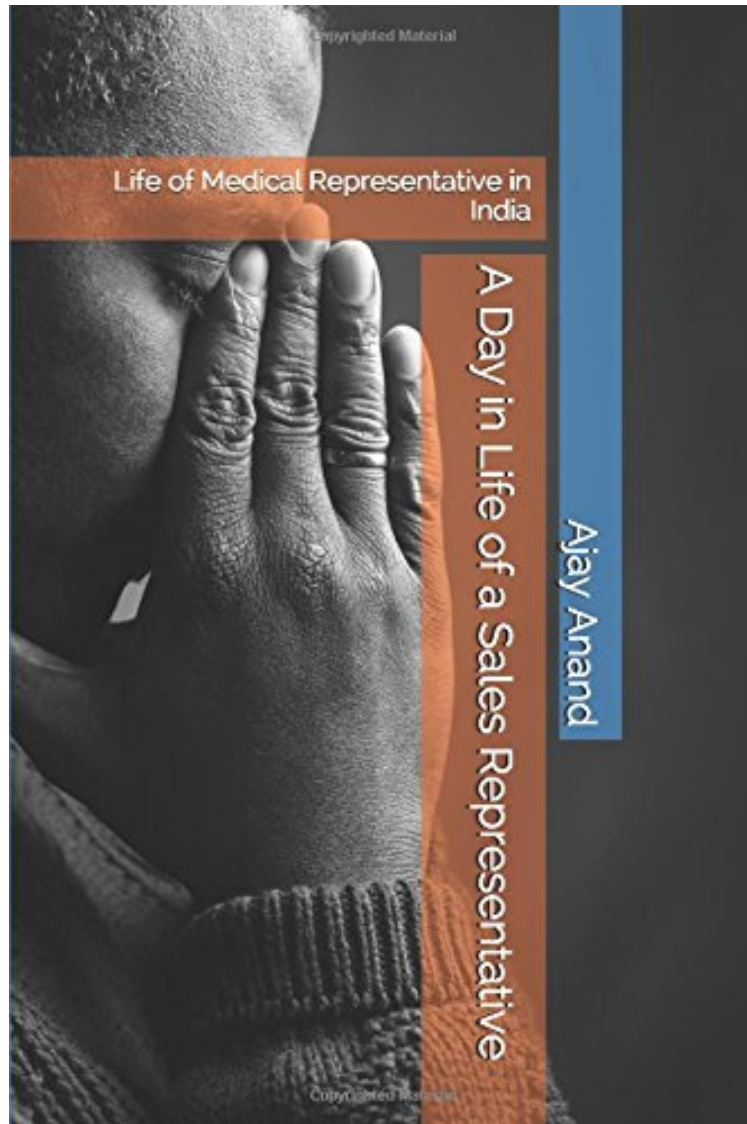


(Free) A Day in Life of a Sales Representative: Life of Medical Representative in India

A Day in Life of a Sales Representative: Life of Medical Representative in India

Ajay Anand

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Ajay Anand : A Day in Life of a Sales Representative: Life of Medical Representative in India before purchasing it in order to gage whether or not it would be worth my time, and all praised A Day in Life of a Sales Representative: Life of Medical Representative in India:

The profession of medical sales representative comes at the bottom of the pecking order when it comes to selection of a job to start a career. A medical sales representative apparently looks quite happy because of his neat dress and a pleasant demeanour. But behind the pleasant appearance lies a much maligned soul because of continuous exposure to all kinds of job related pressure. Nevertheless the day to day life of a medical representative can be full of funny surprises and full of many lessons during the journey of life. Having spent a decade in this profession, I had been witness to many interesting incidences and coincidences. While most of them helped me in learning a lot in the life, many of them were so funny that even today I can barely manage not to chuckle when I reminisce about those good old days. All the stories are inspired by real life experiences. Some of them had been experienced by me. Some others were narrated by someone else. These stories can work like a good stress busters; not only for sales professionals but also for people in other professions. Moreover, these stories can be quite useful for learning the fine nuances of the life of a sales guy.

From the Author Having worked as a medical representative for about a decade, I have got to have an inside view of what it takes to live a day as a medical sales representative. My stint in pharmaceutical sales was an enriching experience. It helped me to learn a lot about practical problems which anyone may face in his day to day life. While this book would be an ideal accompaniment; as a friend, as a guide; to a medical representative, it can prove very useful for people from all walks of life. Some of the stories are based on my personal experiences while some others are based on narrations by numerous colleagues and friends whom I met during my stint as a medical sales representative. From the Inside Flap The medical representative had had enough of it. He said, "Sir, I already told you that I don't want to eat so much. You can order whatever you wish for you. But please spare me from the torture of shoving so much into my stomach."