SALES REPRESENTATIVE

Sell goods where technical or scientific knowledge is required. Can include medical device or pharmaceutical sales.

EDUCATION

Bachelor’s Degree including:
- Related internship and/or other sales/business experience

SKILLS & ABILITIES

- Customer relationship management
- Leadership and initiative
- Active listening and communication
- Problem solving and good memory
- Knowledge of product, business practices, and negotiations

WORKING ENVIRONMENTS

- Business settings
- Travel required

JOB OUTLOOK

(Information from O*net)

Salary (MI)
- Low: $41,200
- Median: $78,200
- High: $152,400

Bright Outlook
New job opportunities are likely in the future

RESOURCES

Videos
bit.ly/PharmSalesVideo1
bit.ly/PharmSalesVideo2

On the Web
bit.ly/OnetSales

EDUCATION.MSU.EDU/KIN/CAREERS

YOUR NEXT STEPS
Network, Job Shadow, Research?

ALUMNI STORIES AT EDUCATION.MSU.EDU/KIN/CAREERS
For career advising, make an appointment at msu.joinhandshake.com