

# 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



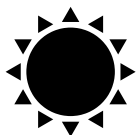
## WORKING ENVIRONMENTS

- Business settings
- Travel required



## SKILLS & ABILITIES

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



## 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](http://bit.ly/PharmSalesVideo1)

[bit.ly/PharmSalesVideo2](http://bit.ly/PharmSalesVideo2)

### On the Web

[bit.ly/OnetSales](http://bit.ly/OnetSales)



## YOUR NEXT STEPS

Network, Job Shadow, Research?

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