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*James Blake*

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before purchasing it in order to gauge whether or not it would be worth my time, and all praised Get a Medical Sales Job... Guaranteed!: I have dealt with the recruiters, scanned the resumes and conducted the interviews. I know exactly what we ... will Get a Medical Sales Job... GUARANTEED!:

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Just go to Amazon and type in Medical Sales Jobs and over 20 books will pop up promising to share all of the information you need if you will just fork over up to \$39.99 for some secret tips on how to get a Medical Sales Position. The first question that went through my mind was why are all of the books written by recruiters? There are a couple written by someone who used to be in Medical Sales years ago back before most of us were out of high school and now they are consultants or recruiters. Things have changed. Ask anyone currently in medical device sales these days and they will certainly tell you that things have changed significantly in the last 3 to 5 years. Most of the other books provide some basic common sense information that applies to trying to get any job but no specific information about Medical Sales oh, except for their lists of manufacturers or websites you can go to read up on the subject. So why listen to me??? Because I did it and now I am on the other side of the desk. This year marks 15 years in sales and sales management and the last 10+ has been in Medical Disposable and Medical Device Sales. When I got my first Medical Sales job with Tyco Healthcare I was selling disposables throughout the hospital. A few years later I got a job with one of the Big 3 selling into the OR and now I am fortunate enough to be in the Interventional Radiology space. I have had a ton of success with numerous awards and glamour trips and have consistently made between \$200,000 - \$300,000 for the last 5 years or so. I have dealt with the recruiters, screened candidates based on their resume, conducted interviews and field rides and I have trained dozens of new hires. I have managed some outstanding reps that I hired and some poor reps that I inherited. I know what to look for and what our sales organization values. I know what resumes get attention and earn an interview and Ill share with you how to make sure your resume makes it into the hands of the hiring manager. In other words been there, done that, and now Im writing the book. When you follow the directions provided in this book you will secure the interview. Then I will walk you through step-by-step how to prepare so you can go in with confidence. Nothing will be left to chance. Recruiters have good intentions. After all, they only get paid when they place someone in a position. However, recruiters are not the final decision makers and they dont know exactly what sets one candidate apart from another from the eyes of the hiring manager. If they did we wouldnt receive so many resumes from recruiters for candidates that dont meet our expectations and are never even considered for an interview. The process to obtain a Medical Sales Job is not easy. It will require a lot of time and commitment but at least you have someone on the inside making sure you know exactly whats required and how to get it done. If you follow the instructions in this book you WILL get a Medical Sales Job GUARANTEED!