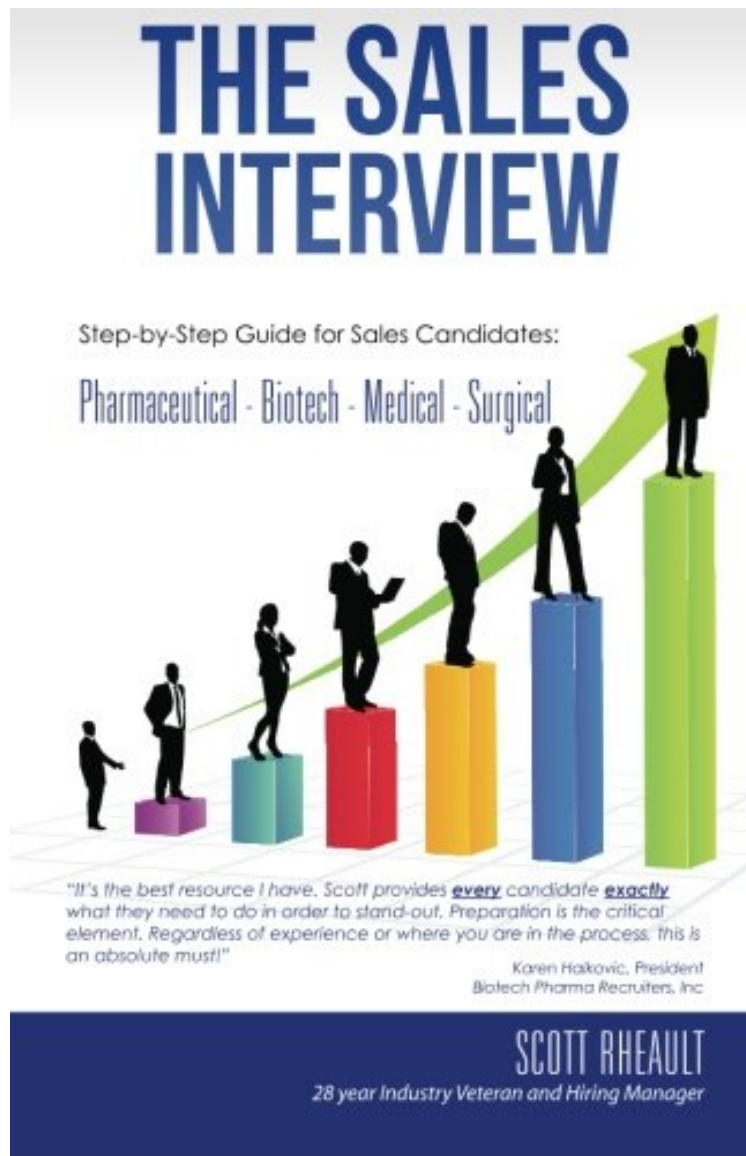


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# The Sales Interview: Step-by-Step guide for Sales Candidates: Pharmaceutical - Biotech - Medical - Surgical (Volume 1)

Scott Rheault

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Its the ultimate how-to guide. If youre a candidate, The Sales Interview is the best investment you will make and will help you stand out from the very start. -Karen Halkovic, President of Biotech Pharma Recruiters, Inc. Position yourself as THE CANDIDATE by knowing exactly what the hiring manager is looking for, what they are thinking, how to prepare, and what to expect. Different from other books, the bullet-point format is written specifically for pharmaceutical, medical, surgical and biotech sales candidates who need practical, effective, easy to implement interview guidance. This is a real how-to guide formatted to reflect the interview process from resume to job offer. It is clear, concise, comprehensive, and current. Rheault, an award-winning industry veteran, provides The Sales Interview in a step-by-step guide culminated from nearly three decades of experience. This guide is packed with "insider" information, best practices, sample questions, tips, and traps. Learn to create a results-focused resume, conduct research, secure face-to-face interviews, and answer the most difficult behavioral questions. You will be better prepared, more confident and best able to present your skills and abilities by knowing exactly what to expect! Regardless of your experience or current position, whether you are revising your resume or on your final interview, this guide will prepare you to stand out. The Sales Interview is an invaluable resource for those considering a job change, those who have not interviewed recently as well as those trying to break into the industry.

About the AuthorScott Rheault is a 28-year veteran of the pharmaceutical and healthcare industry. Scott graduated Magna Cum Laude from the University of New Haven with a Bachelor of Science degree in Business Administration and secured his first position in the industry with Abbott Laboratories just two weeks after graduating in 1983. Since then he has held several sales and sales management positions including: Territory Manager, Specialty Sales Representative, Regional Field Trainer, District Sales Manager, Account Director, Regional Sales Manager, Customer Alignment Manager and Regional Sales Director. Scott spent the first 22 years of his career working for five Fortune 500 pharmaceutical companies. He is certified in Targeted Selection, a common healthcare behavioral interviewing technique. He has personally hired and trained dozens of sales people and sales managers over the past decade. Recognized for outstanding performance, development and leadership, Scott received the Lifetime Leadership Award while he was a District Sales Manager. He is also a repeat winner of the President's Circle of Excellence. Scott has received dozens of awards and accolades for leadership development and sales training. Currently, Scott owns and operates Rheault Consulting Group, LLC. He uses his depth of knowledge and expertise of the hiring and interview process to consult and prepare candidates trying to break into the industry. Scott also coaches experienced sales professionals seeking promotion or advance positions with medical device, surgical or biotech organizations. Scott resides in northern Connecticut with his wife and family.