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between VHA Health  
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entire sales force of a  
given manufacturer  
when appropriate, as  
follows: (a) The facility  
Director or an  
individual appointed  
by the person in ...

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reps do more than

meet with physicians

in their offices. They

also attend

conferences and

industry events to

represent their

products and network

with pharmacists and

other health care

providers. Their goal

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is to increase the knowledge of their employer's products and, in turn, the volume of sales.

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pharmaceutical sales  
representative is  
anyone acting on

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behalf of a pharmaceutical  
manufacturer (e.g.,  
pharmaceutical, a  
pharmaceutical  
supply item, etc.) or  
its business partners,  
for the expressed  
purpose of promoting  
the use of its  
products. These  
products primarily  
include drugs and to a  
lesser extent drug

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Representative will

work with the Vice

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Sales Manager and

other factory-

functional areas to

complete assigned

sales and marketing

goals. □ Air & Gas



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pharma reps or PSRs, have an excellent understanding of pharmacology – the science of medications and their effects on the human body. When selling a new product, they must be able to describe its chemistry, method of action, side effects and potential interactions with other

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these roles include:  
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these jobs are paid  
between 6822 (6.9%)  
and \$33,468 (34.0%)  
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responsibilities

include: Assessing

clients needs and

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promoted products

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