

EXPLORE MEDICAL DEVICE SALES

WHAT IS MEDICAL DEVICE SALES?

Medical Device Sales Representatives supply healthcare organizations with the medical devices they need to run effectively. They are responsible for attracting new clients and maintaining current clients. They also must be able to influence clients buying decisions and know their products completely. Representatives will conduct presentations to medical professionals and maintain records while keeping up to date with clinical trials.

FREQUENT JOB TITLES

- Medical Office Representative
- Associate Sales Representative
- Medical Device Outside Sales Representative
- Sales Residency

QUALIFICATIONS

- Exceptional Interpersonal Skills
- Communication Skills
- Clinical Knowledge
- Sales Skills
- Self-Motivated
- Analytical Skills

COMMON EMPLOYERS

- Biotechnology Companies
- Pharmaceutical Companies
- Engineering Companies
- Healthcare Companies
- Medical Device Companies
- Medical Technology Companies

RELATED STUDENT ORGS

- Technology, Entrepreneurship in Changing Healthcare
- Bucky Pre-Health Volunteering Association
- Health Occupations Students of America-UW Madison
- Badger Business Professionals
- Business Badgers and Beyond

HIRING TRENDS

- April through June

REQUIRED EDUCATION

- Bachelor's Degree in Health Sciences, Sales, Business
- Potential Master's Degree in Business Administration or Health Administration
- May need to register as a Registered Medical Sales Representative (RMSP)

PROFESSIONAL ORGANIZATIONS

- National Association of Medical Sales Representative