

# Sample Interview Tips for Medical Representative Jobs

Your interviewer is trying to determine whether you are adaptable or if you'll be difficult to work with. It's best to show that you can bend when it's necessary, but that you have strong convictions and will stand up when something is important to you. There are two types of questions you might get. There's the usual, "cliché" kind of questions that are common interview questions asked by most recruiters and much anticipated by job seekers. Some companies take a different approach instead. When probing their potential employees, they rather ask questions the job candidate wouldn't expect in order to get honest, unrehearsed answers.

We've collected for you most common interview questions asked by recruiters, who gave us smart answers to them. Get inspired and land a job of your dreams!

Interview questions usually fall into the following question categories:

1. Traditional & open-ended
2. Personality and involvement
3. Behavioral
4. Situation & ethical dilemma
5. Current affairs

**Here are the most common questions in Interview each category:**

## **Traditional & open-ended**

1. Tell me about yourself.
2. Why do you want to attend medical school?
3. Why do you want to attend this specific medical school?
4. Where do you see yourself in 10 years?
5. Why do you want to be a doctor?
6. Personality and involvement
7. What is your biggest failure?
8. What will you do if you are not accepted into medical school this year?

9. If we asked your friends to describe you, what would they say?
10. What activity have you done during your time in college that has been most beneficial to your personal development?
11. If you could change one aspect of your personality at the snap of your fingers, what would you change?

## **Behavioral**

1. Tell me about an experience you have had working on a team. What role do you tend to play when working on a team?
2. Tell me about a time when you were put into a stressful situation. How did you deal with that stress?
3. Tell me about a time when a barrier challenged your ability to communicate with another. How did you work around that?
4. Tell me about a time when you had difficulty working with another individual and how did you handle that situation?
5. Tell me about a time when you made a mistake. How did you correct it?

## **Sample Interview Tips for Medical Representative Jobs:**

Mostly they ask about body systems. doctors call is must for all fresher. asked about dropout period

Medical Reps Must have a database of:

Customer profile

Product profile: all studies done, all information collected.

Doctor's card: personal information, writing habits, class.

Before any visit: things Medical representative should know about:

Drug information.

Updated info.

Competing products.

Personality of the customers.

The key to convince the doctor with our product.

Selling skills.

To make sure that you know your company well and also that the company is well known to the doctor.

Must have detailed information about how your drug can be helpful and how it differs from other drugs.”

Should know details about the disease

It is helpful to take advantage of certain events such as knowing the doctor birthday and to time your visit at that day bringing a small gift with you.”

Be professional. Doctors must maintain solid reputations, and this extends to their affiliation with companies they do business with.

## **Med Rep Pharma Job Questions & Answers Freshers:**

What New Medical representatives should do?

Work on the appearance of a medical representative. “the bag, clothing, nails, hair style...etc...”

Ability to convince/persistent/credibility.

The frequency of visits, ”to set a program for visits”.

Planning: Yearly, every 6 months, every 2 weeks or daily.

“A plan is set by medical rep., then approved by regional managers, then by the promotion department.

What doctors expect to get from medical representatives?

An effective drug.

Information concerning the drug.

An idea concerning drug price.

Available dosage forms.

Free samples.

Brochures

Conferences

Services

Frequent visits.

What does a medical representative expect from a doctor?

- To prescribe his products
- To greet him upon his visit.
- To understand the properties of his product over competitors’ ones.
- Feedback
- It is important to know that doctors can remember only few numbers of products for example some doctors may only know 15 products.

Why doctors may not prescribe your specific product??

No frequent visits.

If he is not convinced with your product.

Previous trial failure of the drug.

Simply because he does not like you.

Negative opinion or bad relations with your company

There is no product in your company that matches his needs.

His loyalty to other company

Not enough information concerning the drug.

He is used to other specific drugs.

### **Successful Communication gives Successful Interview:**

#### **To Do's for Success:**

- a. Question Allow and encourage questions to make clear what your message is understood well
- b. Feedback Ask for confirmation but also check and reconfirm
- c. Visual aids Visualize instead of only using words visualization can be manifold,also use gestures ,analogies ,symbols
- d. Clear assumptions Verify what your way of communicating is understood well(also see next two points)
- e. Don't assume what others know Don't assume what your knowledge is familiar to the"receiver". This refers to technical terms ,background principles language \_your "encoding" in general.
- f. Set frame then details Give an overview ,familiarize with the topic in general,the proceed to detail communication
- g. Keep it simple Don't try to impress by complication; reduce to the maximum.
- h. Give/get sufficient info Find the right balance (check out by feedback) don't overdo nor "under do".

**You need to focus on FEATURES AND BENEFITS: Medical Representative Job Essentials:**

It is always important for a medical and sales representative to try to translate any features of his product into benefits that will appeal or be attractive to his customer whether he is a pharmacist or a patient.

Example:

mouthwash -> concentrated  
you tell the patient -> it lasts for a long time and is economical  
A toothpaste is prescribed by doctors -> more sales for the pharmacist.



## 6 Steps Toward Pharma Selling Success:

1. Lay out the groundwork

Knowledge

Attitude

Techniques

2. Approach and relate

Sell

Help

customers

the

buy

the

right

relationship

thing

3. Make the Presentation

Know

Sell the benefits – by answering “What is in it for me?”

Sell the advantages- by answering “Why should I buy from this person?” and

“Do you knock the competition?”

#### 4. Overcome the Objections

Read our detailed article on overcoming physician objections

#### 5. Close and Supplement

Always be closing by helping customer decide how to buy and not whether if they will buy.

– Can you see how this would meet your needs (or solve your problem)?

– Since I haven’t heard any objections, I’m assuming you agree with me?

Right?

– Are you ready for us to talk about the final details?

– Shall we go ahead and get started with your order?

Ask for the sale

Suggest more products after initial decision has been made.

#### 6. Follow up and Make them Customers for Life

Contact customers after sale

Send a “customer satisfaction” survey

Prove your dependability

Handle complaints promptly

Add customer names to mailing list and keep regular contact

Ask for referrals

Final thoughts

There is an old acronym in sales circles called WIIFM. It means, “What’s in it for me?” The “me”

in WIIFM is the customer. When developing your elevator speech, think about the customer – in this

case, the physician – and what’s in it for him or her? What are the issues that are important to

the physician and the physician’s practice? The typical physician’s day is structured around short, controlled segments, so convenient, quick snap shots of pertinent information work best for the busy physician.

#### **What does the DCR report cover?**

1. Daily Call Reporting
2. Details of doctor met
3. Gifts dispensed

4. Samples dispensed
5. Personal Order Book(P.O.B.)
6. Expenses made

## **Medical Representative Jobs HR Interview Questions For Freshers & Experienced:**

- Tell me about yourself.
  - Why should I hire you?
  - What are your strengths and weaknesses?
  - Why do you want to work at our company?
  - What is the difference between confidence and over confidence?
  - What is the difference between hard work and smart work?
  - How do you feel about working nights and weekends?
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- Can you work under pressure?
  - Are you willing to relocate or travel?
  - Who has inspired you in your life and why?
  - What was the toughest decision you ever had to make?
  - Have you considered starting your own business?
  - How do you define success and how do you measure up to your own definition?
  - If you won \$10 million lottery, would you still work?
  - Tell me something about our company.
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- How much salary do you expect?
  - Where do you see yourself five years from now?
  - On a scale of one to ten, rate me as an interviewer.
  - Do you have any questions for me?
  - HR Interview Questions For Experienced
  - Why did you resign from your previous job?
  - What are your goals?
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- a. What motivates you to do good job?
  - b. How could you have improved your career progress?

- c. Tell me honestly about the strong points and weak points of your boss (company, management team, etc.)
- d. Looking back on your last position, have you done your best work?
- e. Why should I hire you from the outside when I could promote someone from within?
- f. How do you feel about reporting to a younger person?
- g. Looking back, what would you do differently in your life?
  - 1. Why are not you earning more money at this stage of your career?
  - 2. What makes you angry?
  - 3. Give me an example of your creativity.
  - 4. How long would you expect to work for us if hired?
  - 5. Are not you overqualified for this position?
  - 6. Describe your ideal company, location and job.
  - 7. What are your career options right now?
- Explain how would be an asset to this organization?
- What are your outside interests?
- Would you lie for the company?
- Why have you been out of work so long?
- Why have you had so many jobs?
- Tell me about a situation when your work was criticized.
- Could you have done better in your last job?
  - i. Tell me about the most boring job you have ever had.
  - ii. May I contact your present employer for a reference?
  - iii. How many hours a week do you normally work?
  - iv. What was the toughest challenge you have ever faced?
  - v. Have you been absent from work more than a few days in any previous position?
- I. What changes would you make if you came on board?
- II. What would you say to your boss if he is crazy about an idea, but you think it stinks?