

North Carolina State will offer NAPSAR CNPR training (Pharmaceutical Sales Certification) - NAPSAR

The NAPSAR has announced today that it has reached an agreement to begin offering the Certified National Pharmaceutical Representative (CNPR) training program through North Carolina State and Gatlin Education Services. NAPSAR entry level sales course.

Sept. 9, 2008 - [PRLog](#) -- NAPSAR -- Developed in response to a rising demand for trained entry level pharmaceutical sales representatives, the NAPSAR nationally recognized online certification and CNPR sales training program will provide individuals with the tools to gain entry-level jobs in the industry. Upon registering for the course, students will automatically gain membership with NAPSAR and will become eligible to sit for the CNPR national certification exam at no additional cost.

“There is a great demand for pharmaceutical sales reps, which means there is an equal need for solid training devices,” said Stephen Gatlin. “In short order, this program will become one of our most popular offerings. Pharmaceutical sales can be a very rewarding career, and the first step toward realizing that is completing the CNPR entry level pharmaceutical sales course.”

Even if students lack a formal pharmacology and medical education, the program can ready them for a long and successful career by imparting information regarding general medical terminology, clinical pharmacology, managed care, drug sampling rules, effective selling techniques and more.

Upon completing the course, NAPSAR students will have gained a comprehensive understanding of the industry, including the role of the FDA, drug products and developments, and how to make an effective sales pitch. Students will also be prepared to take the CNPR certification exam.

“The field is adding 9,000 new jobs this year, and obviously they can’t all be filled by experienced reps,” said Brad Sullivan of the NAPSARX®. “Companies will not only be looking to hire professionals who can sell and motivate physicians to buy their brand, but also for someone who can speak intelligently about the healthcare industry and its products. Gatlin’s training is a great avenue to gain the knowledge of clinical pharmacology and medical terminology that is essential to success.”

Established in 1989 Gatlin Education is the largest provider of Web-based, instructor-supported training to community colleges and universities. Gatlin’s courses are open enrollment, allowing interested students to start their desired training immediately. Gatlin’s online career training courses are designed to provide the skills necessary to acquire professional caliber positions for many in-demand occupations.

NAPSAR is a trade association for the pharmaceutical, medical and biotech industry. NAPSAR represents sales representatives for these industries and is also a federally trademarked group. The National Association of Pharmaceutical Sales Representatives® was initiated to educate, train, create standards and provide current information for professional pharmaceutical sales representatives as well as for individuals who want to gain entry into the industry.

CNPR graduates should mention the training and post their CNPR # on their resume. Pharmaceutical companies prefer to hire candidates who have received CNPR training as most companies prefer industry knowledge from their applicants. The CNPR program is also available by correspondence directly through the association.

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The largest association in the United States representing over 48,000 pharmaceutical sales representatives.

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