

## **New Hires for Pharmaceutical Sales Includes Entry Level and College Graduates**

By NAPRx

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*Pharmaceutical Sales Representative (College Overhire) - 2009 - United States: Johnson & Johnson Family of Companies*

The National Association of Pharmaceutical Representatives® (NAPRx®) is the United States largest trade association for sales reps, sales managers and sales trainers who work in the pharmaceutical industry. NAPRx® represents sales representatives who work in the pharmaceutical industry and provides Continuing Medical Education to its members as well as candidates who look to enter a pharmaceutical sales career.

PRICARA, Division of Ortho-McNeil-Janssen Pharmaceuticals, Inc., and Ortho Women's Health & Urology, Division of Ortho-McNeil-Janssen Pharmaceuticals, Inc., members of Johnson & Johnson's Family of Companies, are recruiting for College Overhire Sales Representatives.

PRICARA, Division of Ortho-McNeil-Janssen Pharmaceuticals, Inc. provides innovative, high-quality prescription medicines, education and resources for patients, health care providers, and other members of the health care community in primary care, specialty and hospital settings. It specializes in the areas of gastrointestinal and infectious diseases and pain management, with a broad interest in other therapeutic categories. PRICARA, Division of Ortho-McNeil-Janssen Pharmaceuticals, Inc., is dedicated to the field of Primary Care, helping health care professionals on the frontlines of medicine meet patients' needs.

Ortho Women's Health & Urology, Division of Ortho-McNeil-Janssen Pharmaceutical, Inc. is a leader in the fields of women's health and urology, celebrating 75 years of partnering with women. The organization is committed to helping people live healthier lives and to meeting the needs of providers and patients with such products as ORTHO EVRA (norelgestromin/ethinyl estradiol transdermal system), ORTHO TRI-CYCLEN (norgestimate/ethinyl estradiol) and ELMIRON (pentosan polysulfate sodium).

The College Overhire Sales Representative is responsible for coverage of short term leaves of absences (disability, maternity leave, military leave, etc.) in assigned territory(s). The College Overhire Sales Representative is required to relocate anywhere within a region, possibly many times and within a multi-state region. This individual will have an opportunity to be placed into a vacant territory located within their current region, within 12 months.

The College Overhire Sales Representative is responsible for achieving sales goals and implementing company-approved programs within a (company assigned) geographically defined territory. This is accomplished by providing company-approved information and services to all classes of accounts such as, physicians, retail pharmacies, hospitals, wholesalers, and managed care organizations. The College Overhire Sales Representative is also responsible for coordinating sales strategies with appropriate teammates to maximize sales in territory.

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The College Overhire Sales Representative travels from account to account by automobile in the varying

seasonal elements. Overnight travel is necessary in some territories and for attendance at district and other company meetings. Weekend travel and work may be necessary due to company sponsored meetings or conventions. The normal workday is defined as being in the territory at least between 8:00 A.M. to 5:00 P.M. conducting and making customer calls. Flexible work hours (beyond normal work day) are essential to conduct early morning and evening meetings and medical education programs where needed. Additional hours will be needed to fulfill administrative requirements.

Extensive training is provided in the areas of product knowledge and selling skills. College Overhire Sales Representatives also receive territory mentoring and field observation.

The NAPRx® (National Association of Pharmaceutical Representatives®) is widely known for its CNPR® Training Program which provides vocational education for individuals looking to enter a pharmaceutical sales career. The CNPR® Training Program provides necessary product/industry knowledge; selling guidelines and regulations; medical terminology; pharmaceutical selling techniques; drug sampling; physician detailing; introduction to pharmacodynamics and pharmacokinetics. The CNPR Program is available by correspondence directly through the NAPRx® or can also be taken at over 300 universities/colleges in the United States.

The NAPRx® helps thousands of individuals annually enter a career in pharmaceutical sales. The NAPRx® CNPR® College Accredited Certification Program for Pharmaceutical Sales provides applicants with the necessary pharmaceutical, medical and science background that pharma companies look for from qualified applicants. The NAPRx® also maintains an Career Center for entry level candidates where they can find openings with companies hiring individuals with no prior pharmaceutical sales experience.

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

Category	Education, Business, Biotech
Tags	pharmaceutical sales rep, pharmaceutical sales jobs, pharmaceutical sales career
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