**Three Steps to transition from any career or college degree into medical sales!**

**It all starts with your ability to answer this very important question:**

*“Why should we hire you?”*

They want to see specific examples and stories from your past accomplishments that show the ability and the motivation to do the job.

Take the time now and invest in yourself by filling out this worksheet. Don’t wait until you are in the middle of an interview, you might miss your big opportunity.

**Step 1 List all your strengths, talents and abilities**

Your turn! List all your shining moments, awards and honors!

Don’t take too seriously have fun with it! Write down anything from college until now that speaks to your strengths! For example any “at-a boy’s”, emails from a happy customer, contests, reviews from the boss or promotions. Think about how your friends would describe you?

**Step 2 List your interest, passions and ambitions**

What do you enjoy doing? What motivates and inspires you? It is vital know what drives you!

What parts of your current job do you really enjoy doing and time flies by when you are doing them? What are you passionate about? When was the last time you went the extra mile or got lost in a project or hobby or cause?**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**List 3 List the top qualities of a medical sales professional**

As you look at some of the job postings you might see these requirements:

* Drive business results by promoting to customer base
* Earn trust and build collaborative relationships
* Candidates must be very personable and self- motivated

Now in your words describe the type of person who would be successful in this type of role:

**Find the Golden Thread that binds them all together**.

 Look over the three lists and find what they have in common. In other words, you have great accomplishments and ambitions, but can you tell your story and sell yourself? These are high paying jobs with competitive interviews, so you need to have a compelling story.

***Find your “sweet spot” where your talents and passions fit the job description.***

***Develop three examples and stories from your list that show the talent and ambition to do the job.***

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***Hopefully by now you see your potential to be in medical sales!***

***In the next step in my training, I will show how to get interviews and to excel in the interview process!***

***Please let me know if you would like to learn more about my training and coaching opportunities!***

***Thanks,***

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