

PHARMACEUTICAL SALES PRACTICE INTERVIEW QUESTIONS

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The following is a list of typical questions that you might be asked during an employment interview for a pharmaceutical sales position. Read through the questions and prepare appropriate answers that reflect your experiences and knowledge. Be sure to include specific examples from "real life" experiences, including your internship(s), in your answers. To gain further practice with interviewing, contact the University Career Center to schedule a mock interview.

1. Why did you decide pharmaceutical sales would be the right career for you?
2. How has your current or former job experience and education prepared you for a career in pharmaceutical sales?
3. Give an example of a time when you used persuasive communication skills to win over a customer.
4. How do you feel about working on your own most of the time?
5. What is your perception of a typical day for a pharmaceutical representative?
6. You are given a territory and a list of physicians to call on. How would you organize and prioritize your call schedule?
7. How do you think you would get a physician to switch to your drug?
8. What do you think is the most challenging aspect of a pharmaceutical representative?
9. Name five reasons why you believe you would be a good pharmaceutical sales representative.
10. What do you know about our company and our products?