

Sales for Medical Representatives

Sharm El-Sheikh (Egypt)

1 - 5 February 2026

UK Training

PARTNER



Sales for Medical Representatives

Code: CC28 From: 1 - 5 February 2026 City: Sharm El-Sheikh (Egypt) Fees: 3700 Pound

Introduction

Breaking into the healthcare industry without a medical degree is possible with the right training and skills. This Medical Sales Representative course provides an excellent entry point into the rewarding and trustworthy field of medical sales.

A medical sales representative acts as a critical link between pharmaceutical companies and healthcare providers, presenting products or services that enhance healthcare delivery. This course equips you with the knowledge and skills necessary to excel in this role, including effective communication, sales techniques, and operational best practices. Whether you're aiming to learn how to become a medical sales representative or sharpen your skills, this course is designed for your success.

Course Objectives

- Develop a solid foundation in business mathematics for pharmaceutical sales.
- Explore various training for medical sales representatives to enhance your sales techniques.
- Understand communication dynamics in the healthcare environment.
- Learn to address buyer priorities and overcome objections effectively.
- Build a professional reputation as a successful medical sales rep in the long term.
- Gain expertise in standard operating procedures SOPs for the medical sales field.
- Understand key strategies on how to increase sales in medical representative roles.
- Acquire knowledge about medical sales training and industry-specific practices.

Course Outlines

Day 1: Mastering Business Mathematics for Medical Sales

- Introduction to pharmacy business math concepts.
- Calculating mark-ups, discounts, gross profit, and net profit.
- Applying these principles to real-world scenarios in medical sales.

Day 2: Elevating Sales Techniques

- Understanding client expectations.
- Learning the best medical sales training programs and techniques to close sales effectively.
- Avoiding common sales pitfalls while staying authentic.

Day 3: Understanding Buyer Behavior

- Tackling objections and overcoming resistance.

A graphic of a chessboard with several pawns and a king piece. The text 'UK Training PARTNER' is overlaid on the image.

UK Training
PARTNER

- Strategies for influencing buying decisions.
- Insights into what buyers say versus what they mean.

Day 4: Advanced Sales Techniques

- Medical device sales training courses to improve time management and productivity.
- Identifying and leveraging moments that matter in sales conversations.
- Strategies for long-term success and gaining client recommendations.

Day 5: Implementing Standard Operating Procedures SOPs

- The role and importance of standard operating procedures in medical sales.
- Practical examples and case studies of effective SOPs.
- Ensuring compliance and operational excellence in the field.

Why Attend This Course: Wins & Losses!

- Gain comprehensive knowledge of how to become a medical sales representative and succeed in this field.
- Build critical skills with the best medical sales training programs, including negotiation, time management, and reputation building.
- Learn industry-specific SOPs to maintain professionalism and efficiency.
- Develop strategies to increase sales in medical representative roles while fostering trust and long-term client relationships.

Conclusion

This Medical Sales Representative course offers a well-rounded learning experience, equipping participants with the tools to succeed in the competitive field of medical sales. By covering critical aspects such as sales training, communication skills, business mathematics, and SOPs, this program ensures you're well-prepared to make a lasting impact in the healthcare industry.

Take the first step towards becoming a successful medical sales representative—enroll today and unlock your potential!

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients

 MANNAI CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D' EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS KFS Kuwait
 Reserve Bank of Malawi Malawi	 Central Bank of Nigeria Nigeria	 Ministry of Interior Kingdom of Saudi Arabia KSA	 Mabruk Oil Company Libya	 Saudi Electricity Company KSA
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding), Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO Electricity EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN.	 Authority for Electricity Regulation, Oman Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

