BLACKBIRD FOR TRAINING

# Sales for Medical Representatives

*London (UK)*

*6 - 10 October 2025*

# Sales for Medical Representatives

Code: CC28 From: 6 - 10 October 2025 City: London (UK) Fees: 4400 Pound

## Introduction

Even without medical training, working as a medical sales representative may be a great way to enter a trustworthy field that can positively impact your life. Our Medical Sales Representative course can serve as a springboard for you to begin your career in this field.

Medical sales agents provide a significant link between pharmaceutical corporations and health workers. They strategically approach prospective clients with goods or services that will improve their clients' operations and capacity to serve clients. You will learn about all the components in our Medical Sales Representative course, enabling you to enter and succeed in this industry with the knowledge you need.

## Course Objectives

- Recognise the basics of business mathematics.
- Investigate many types of sales methods to boost your sales.
- Understand how people communicate in pharmaceutical environments.
- Find out how to fulfill the priorities of purchasers.
- Over the long run, develop the ability to market your reputation.
- Learn about regular operating practices.
- Learn pharmaceutical maths and medical maths.

## Course Outlines

### Day 1: Business Math

- Business Math Terminologies.
- Business Math Mark-up Discount.
- Retail Business Math Mark-up Amount & Mark-up Percentage.
- Retail Business Math Discount Amount & Discount Percentage.
- Pharmacy Business Math Purchase Price, Discount, and Discount Percentage.
- Pharmacy Business Math Percentage Markup Rate.
- Pharmacy Business Math Gross Profit Net Profit.

### Day 2: The Guaranteed Way to Improve Your Sales Technique

- The Number One Universal Killer Question in Selling.
- The Importance of Establishing the Client's Expectations.
- How to Close the Sale Without Sounding like a Salesman.

### Day 3: Why People Buy and How to Get Them to Buy from Us

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- Being Prepared for Objections.
- The Most Common Objections and How to Handle Them.
- How to Get People to Choose What You Want Them To.
- What Buyers Say and What They Really Mean.

## Day 4: Sales Techniques You Need to Know

- All You Need to Know About Time Management.
- Recognising the Moment That Matters and the Role of Enough.
- What to Do When It Starts Going Wrong.
- How to Understand Other People - Can You Clarify?
- How to Build Your Reputation and Getting Your Client to Feel Indebted to You.
- Selling in the Long Term and Being Recommended.

## Day 5: Standard Operating Procedures SOPs

- Standard Operating Procedure.
- Importance of Standard Operating Procedure.
- Standard Operating Procedures in practice.
- Examples of Standard Operating Procedure.



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# Blackbird Training Cities

## Europe

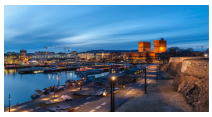
Malaga (Spain)

Sarajevo (Bosnia and Herzegovina)

Cascais (Portugal)

Glasgow (Scotland)

Edinburgh (UK)

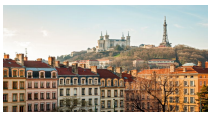

Oslo (Norway)

Annecy (France)

Bordeax (France)

Copenhagen (Denmark)

Birmingham (UK)


Lyon (France)

Moscow (Russia)

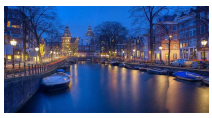
Stockholm (Sweden)

Podgorica (Montenegro)

Batumi (Georgia)

London (UK)

Istanbul (Turkey)


Amsterdam (Netherlands)

Düsseldorf (Germany)

Paris (France)

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)

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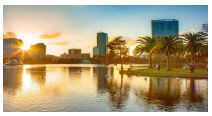
# Blackbird Training Cities

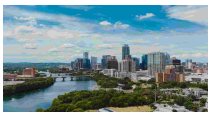
## USA & Canada

Los Angeles (USA)


Orlando, Florida (USA)

Online

Phoenix, Arizona (USA)


Houston, Texas (USA)

Boston, MA (USA)

Washington (USA)

Miami, Florida (USA)

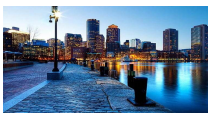
New York City (USA)

Seattle, Washington (USA)

Washington DC (USA)

In House

Jersey,New Jersey (USA)


Toronto (Canada)

## Africa

Baku (Azerbaijan)
(Thailand)

Maldives (Maldives)

Doha (Qatar)

Manila (Philippines)

Bali (Indonesia)

Bangkok

Beijing (China)

Singapore (Singapore)

Sydney (Australia)

Tokyo (Japan)

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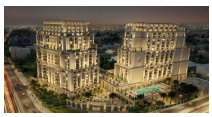
Dubai (UAE)

Kuala Lumpur (Malaysia)

Kuwait City (Kuwait)

Pulau Ujong (Singapore)

Jakarta (Indonesia)


Amman (Jordan)

Beirut (Lebanon)

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# Blackbird Training Cities

## Asia

Kigali (Rwanda)

Cape Town (South Africa)

Accra (Ghana)

Lagos (Nigeria)

Marrakesh (Morocco)

Nairobi (Kenya)

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Cairo (Egypt)

Sharm El-Sheikh (Egypt)

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MANNAI Trading Company WLL, **Qatar**

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Booking.com **Netherlands**

Oxfam GB International Organization, **Yemen**

Capital Markets Authority, **Kuwait**

Waltersmith Petroman Oil Limited **Nigeria**

Qatar National Bank (QNB), **Qatar**

Qatar Foundation, **Qatar**

AFRICAN UNION ADVISORY BOARD ON CORRUPTION, **Tanzania**

KFAS **Kuwait**

Reserve Bank of Malawi, **Malawi**

Central Bank of Nigeria **Nigeria**

Ministry of Interior, **KSA**

Mabruk Oil Company **Libya**

Saudi Electricity Company, **KSA**

BADAN PENGELOLA KEUANGAN Haji, **Indonesia**

NATO **Italy**

ENI CORPORATE UNIVERSITY, **Italy**

Gulf Bank **Kuwait**

General Organization for Social Insurance **KSA**

Defence Space Administraion **Nigeria**

National Industries Group (Holding), **Kuwait**

Hamad Medical Corporation, **Qatar**

USAID **Pakistan**

STC Solutions, **KSA**

North Oil company,

EKO Electricity

Oman Broadband

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# Blackbird Training Categories

## Management & Admin

- 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

- 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

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