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## Your Best Job Interview Coach Since 2011

### 15 Interview questions for Pharmaceutical Sales Representative

1. Why did you decide to apply for this job?
2. How do you imagine a typical day in this job?
3. What motivates you the most in this job?
4. Imagine that I am a doctor. Try to convince me to prescribe this drug to my patients.
5. Imagine that sales are down, and you struggle to meet your targets. What would you do?
6. Do you prefer to get a fixed salary, or be paid on a commission basis?
7. What do you consider your greatest strength, and your biggest weakness, as a sales representative?
8. How would you look for new prospects?
9. How do you feel about making cold calls and cold visits? Do you have any experience with them?
10. Explain how do you deal with rejection.
11. What are your expectations on members of a marketing department, and on other people from the company?
12. Why do you want to work for us, and not for one of our competitors in pharma business?
13. Do you have any strategies when it comes to influencing targeted group of customers to make the right decisions—in our favor?
14. In your opinion, how important is research in this work?
15. Why should we hire you, and not one of the other job applicants?

### Source and answers to the questions:

<https://interviewpenguin.com/pharmaceutical-sales-representative-nterview/>