

## 20 Pharmaceutical Sales Rep Interview Questions

We've compiled 20 Pharma Sales Rep Interview Questions, to help you [prepare for your next interview](#).

These Pharma Sales Rep Interview Questions are specific to [Pharmaceutical Sales \(and Medical Device Sales\) positions](#), but you may also be asked general interview questions and [Behavioral Interview questions](#), so we recommend preparing for those questions as well.

Many of these questions could be asked during an interview for several positions, such as Pharmaceutical Sales Reps, Pharmaceutical Sales Managers / Leaders, and Medical Sales Reps (Medical Device, DME, Bio, BioPharma, Immunology, Stem Cell, Healthcare) as well, so if you are interviewing for any of these positions, you can practice answering some of these questions to prepare for your interview.

1. Tell me about a time you had to overcome major obstacles to shift a prescriber's habits. What steps did you take?
2. What steps have you taken to overcome access to see key prescribers in your territory?
3. How do you gain access to busy physicians?
4. Tell me what steps you have taken to develop a strategic plan for your customers in your territory.
5. Tell me about a time you had to partner with another representative who wasn't pulling their weight. How did you handle this?
6. Tell me about a time that you identified a business need. What steps did you take to secure the resources you needed?
7. How would you go about educating a physician on why they should prescribe to our product/drug?
8. How is your sales approach different for a hospital-based physician and an office-based physician?
9. Tell me about the relationships you have for this specialty in this territory?
10. What are the elements of a good business plan? Do you use a SWOT analysis?
11. What does a total office call look like to you?
12. What do you do differently at product launch versus once a product has been on the market for a while?
13. Tell me about your sales track record.
14. How have you partnered with other territory managers in the past?
15. How do you discover your client's needs?
16. How does your experience as a CNA come into play in your work?
17. How do you leverage your professional memberships to access customers?
18. Tell me about your most difficult sales call.
19. Tell me about a time when you resolved an issue for a physician.
20. What would your "First 90 Days Plan" be?