



OVERVIEW

This qualification provides a broad understanding of medical conditions and healthcare interventions via blended learning approach. It is a SAQA registered qualification, ID 63969 National Certificate Pharmaceutical Sales Representative. This accredited qualification will equip you with the critical skills and knowledge to become a successful medical or healthcare industry sales representative. The qualification can be applied across all fields within healthcare industry including medical products and devices, veterinary and complementary services

COURSE CONTENT

- Anatomy, physiology, pharmacology and pathology
- Marketing code & professional ethics
- Administration: territory planning, customer classification, record keeping
- Professional Selling Skills: practical skills to successfully conclude sales visits including the use of clinical research findings
- Personal development: time management, stress management, event planning, study skills, health & safety



NATIONAL CERTIFICATE PHARMACEUTICAL SALES REPRESENTATIVE

Qualification ID 63969: NQF Level 5

ENTRY REQUIREMENTS

- Matric exemption required.
- Preference will be given to candidates holding a tertiary qualification in the Life Sciences
- Successful candidates will be required to be hosted by an approved healthcare company for the duration of the practical work experience.

SKILLS YOU WILL DEVELOP

- How to be productive whilst achieving results as a healthcare representative
- Understanding and using thinking styles preferences to improve customer interaction
- Communication: knowing yourself and your customer
- Deliver effective presentations
- Planning and conducting a successful sales call

COURSE DATE

January 2022

DURATION

12 Months

CONTACT US

Tel: 087 0220 650

enrol@intellectuscampus.com

www.intellectuscampus.com



INTELLECTUS CAMPUS
Excellence through Knowledge