



HEALTHCARE REPRESENTATIVE COURSE (HRC)

OVERVIEW

Want to promote and sell medical products but lack the required qualification or experience?

This course provides a broad understanding of medical conditions and healthcare interventions via online or classroom training.

On completion of the course, people who are already working in the industry as sales representatives can apply for Recognition of Prior Learning against the National Certificate: Pharmaceutical Sales Representation (Qual ID 63969) as this course is aligned but not SAQA accredited.

COURSE CONTENT

- Anatomy, Physiology, Pharmacology and Pathology, Marketing Code
- Administration: Territory Planning, Customer Classification, Record Keeping, Code of Conduct
- Selling Skills: practical skills to successfully conclude a sales call
- Job Interviews: Compiling your CV, marketing your value as a candidate, professional interview skills

DURATION

13 Weeks (Sat am)

FEE

R10 200

ENTRY REQUIREMENTS

Matric

WHAT SKILLS WILL YOU DEVELOP?

- Communication: Knowing yourself and your customer
- Planning and conducting a successful sales call
- Soft skills: How to prepare a CV and excel in interviews

TURN YOUR MEDICAL SALES REP DREAM INTO REALITY

This course will equip you with the critical basics required to make it into the medical and healthcare industry as a sales rep.

CONTACT US TO ENROL

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