

Medical device sales training components

This slide shows essential elements of medical sales training program that should be considered to guide interns and create training programs. It includes components such as mobility, small and short modules and transparency etc.

Mobility



- o Ensure training program works on android and ios mobile versions
- o Conduct online training webinars rather physical meetings
- o Add text here

Small and simple training modules



- o Keep training modules simple and short
- o Create attractive designs of modules
- o Add text here

Honesty and transparency



- o Teach to deal with customer honestly
- o Teach representative to be expressive and transparent with customers
- o Add text here

Respect client's time



- o Teach representatives to plan every meeting
- o Keep meeting to the point
- o Add text here

Medical Device Sales Training Manual

JE Gale



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