

BioCareer Pathway for Sales Representative

Recent Graduates

- Degree in life sciences or other scientific discipline
+
- Degree in business or marketing

Entry-level

Sales Assistant, Sales Analyst

3-5 Years

Sales Representative

5-10 Years

District Sales Manager

10 Years+

Regional Sales Manager
(usually requires a graduate degree in business administration with a background in science)

Career Change

Technical sales, business development, marketing, or customer service

Job Functions

(You may be responsible for more than one)

- Identify Sales Prospects
- Develop Sales Presentations
- Make Sales Calls
- Build Long-term Customer Relationships

Actual job titles may vary slightly between organizations. The BioCareer Pathways are meant as a guide for potential career paths. They have been developed through secondary research.