BioCareer Pathway for Sales Representative

Recent Graduates
- Degree in life sciences or other scientific discipline
- Degree in business or marketing

Job Functions
(You may be responsible for more than one)
- Identify Sales Prospects
- Develop Sales Presentations
- Make Sales Calls
- Build Long-term Customer Relationships

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

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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.