



Improving Your Game: How To Be Successful In Medical Device Sales

Ray Oktavec & John Spranger

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IMPROVING YOUR GAME: How To Succeed In Medical Device Sales This book will help you:

Understand the changing identity of the medical device sales rep today. Master the underlying science of sales, so you're always in control. Know your market, to maintain your edge over the competition. Make your sales calls effective, so your valuable time is more productive. And defend that valuable business, once you have achieved it. This is your opportunity to get ahead of the fast moving curve and stay there, as a true leader in the field. Written by two experienced sales leaders in the Medical Device Arena. Ray and John will share several tips and tricks to make you a more successful Medical Device Sales Person.

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