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BUS233 Career Exploration
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As a student at Muhlenberg College pursuing a degree in Business Administration with a concentration in Marketing and a minor in Economics, I am driven by a strong sense of purpose and values. My experiences in waitressing, volunteering at the Hackensack Meridian Health Hospital Network, and serving as the founder and president of the Sales Club at West Chester University have all fueled my passion for medical device sales. I have always been drawn to the idea of making an impact on people's lives through my work in the business world, and my experiences in the medical field have only strengthened this desire.

My recent ride-along with Medtronic, where I saw firsthand the impact of medical devices on patients and the interactions between sales representatives and healthcare professionals, has further solidified my determination to pursue a career in this field. My education and experiences, including my leadership roles and volunteer work, demonstrate my strong work ethic and commitment to positively impacting the world. These qualities will serve me well as I work towards my career in medical device sales, where I can make a difference in patients' lives.

Going into a medical device sales career, I have desires about how I want my work life to be. First, I wish the company I work for would be very supportive and easily accessible with communication and guidance, especially in my first year of working for that company. Another desire is to have flexibility within my hours at the office and in and out of the hospital. I can spend as much time at the hospitals with the doctors selling devices and watching surgeries to understand the importance of the medical device I am selling. Another point where my needs have to be met is coordinating with other employees within the company. I would like to have great relationships with my coworkers and have them be easily accessible to gain information about the different hospitals and doctors/surgeons that I will be selling to.

Some career tracks that appeal to me are selling medical devices, Pharmaceutical sales, and marketing for medical/healthcare organizations or companies. In each of these positions, I plan on exerting an outstanding work ethic and desire to become successful in any career I choose. You start with smaller devices for selling medical devices, and the more experience you have within the company, the more you can gain access to selling more significant devices. I aim to sell devices to help the company generate a considerable income and get surgeons and doctors to keep buying the appliance consecutively. With a sales career, my goal is to sell as many devices as possible and quickly as possible. Working in healthcare but providing my skills and marketing is also a huge desire of mine. With my background in marketing, I will be able to help Market hospital organizations and have people wanting to use their services. With this job, I want to become the best marketer in my company and get the hospital or healthcare organization to be seen by as many people as possible.

Being a medical device sales representative is my goal for my career. Having a career in this field allows flexibility and rewards me for the number of devices I sell. I am a very hard worker and strive to be the best I can be, so having a commission based on how much I sell will motivate me to sell as many devices as possible. This career also has flexibility when you are at the office and when you are in and out of hospitals. This flexibility allows me to create a schedule that works best for me and will be more beneficial to the number of devices I can sell.

In a medical device sales representative's “day in the life,” many aspects are an excellent fit for me. I am amicable, so I start my day in a hospital by talking with doctors and surgeons about new products or my device and getting that device used in surgeries and put in the hospital stock. Hence, it is easily accessible for surgeons. Next, I plan to watch over a surgery where I use a device I am selling. Since I will know more about the device than the surgeon, I will be there to help guide the surgeon and teach him all the ins and outs of the product. It's imperative to show up and show your interest in your device because if you are present and with the surgeons, they will remember

you and likely choose your device over a competitor. I would then go into the office or home and work on sales tactics and how to get products more widely distributed to different hospitals and doctors. Finally, I would plan meetings with Hospital management and surgeons to get my product in their heads and want them to buy it.

I will be successful in this career path due to my experience and values. I strive to sell and get my products used in every way. I want to make great connections with doctors and emphasize the importance of the device and how it is better than the competitors. I appreciate your time and willingness to have me become a potential employee.