



⚡ Grounded in 6 sources

# Medical Sales Jobs: The Real Playbook

A grounded, insider guide to landing real medical sales jobs—what they actually pay, what you'll do, and the shortcuts no one else tells you.

📅 Updated for 2026    💰 \$65K–\$120K Typical base + commission, source-reported

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## Start Fast

Clear first steps you can take this week.



## Real Sources

Built from people who actually did it.



## Honest Numbers

Source-reported pay, costs, and risks.

[Get the Full Guide Vault →](#)

🔒 Includes checklists, scripts & source-backed insights

### YOU WILL LEARN

- ✓ Who This Guide Is For
- ✓ Why This Job Is Worth Looking At
- ✓ Pay Potential — The Real Numbers
- ✓ Opportunity Snapshot
- ✓ What The Job Actually Does
- ✓ Requirements

▶ **MODULE 01**

# Who This Guide Is For

This guide is for job seekers interested in real, hireable medical sales roles—not agency owners or freelancers. If you want to work for established employers (from medical device companies to healthcare tech providers), and want the real-world details on pay, requirements, and how to stand out, this is for you.

▶ MODULE 02

## Opportunity Snapshot

**\$65K–\$120K**

Typical total comp (base + commission),  
source-reported

**2–6 weeks**

Typical time from application to offer

**Medical Sales  
Representative,  
Medical Device  
Sales Rep,  
Healthcare Sales  
Specialist, Clinical  
Sales Rep, Territory  
Manager, Account  
Executive**

Common job titles

**MediQuant, Stryker,  
Medtronic, Cardinal  
Health, Philips, GE  
Healthcare**

Major employers hiring now

## No degree required for some entry roles

Degree not always mandatory

### ▶ MODULE 03

## Why This Job Is Worth Looking At

Medical sales offers high earning potential, especially for those who can build relationships and understand healthcare needs. Many roles don't require a medical background or advanced degree. The field is growing, with employers like MediQuant and Stryker hiring for a range of clinical and technical sales roles. Recurring commissions and long-term client relationships mean income can ramp up over time.

### ▶ MODULE 04

## What The Job Actually Does

Medical sales reps sell products or services (devices, software, equipment, or supplies) to hospitals, clinics, group practices, or other healthcare providers. Day-to-day, you'll research prospects, schedule meetings, demo products, respond to RFPs, and manage accounts. Some roles focus on new business, others on account management. You'll often work with clinical staff and procurement teams, and may travel regionally.

### ▶ MODULE 05

# Pay Potential — The Real Numbers

Role	Base Salary	Commission/Bonus	Total Comp (Est.)
Medical Sales Rep (Entry)	\$45K–\$60K	\$15K–\$30K	\$60K–\$90K
Medical Device Sales Rep	\$60K–\$80K	\$20K–\$40K	\$80K–\$120K
Healthcare Account Executive	\$55K–\$75K	\$10K–\$30K	\$65K–\$105K
Territory Manager	\$70K–\$90K	\$20K–\$50K	\$90K–\$140K

Source: Industry job postings and recruiter data. Entry-level roles may start lower but ramp up with experience and client wins.

▶ **MODULE 06**

## Requirements

Requirement	Details
Education	Bachelor's preferred but not always required (see MediQuant, some device distributors)
Experience	1–2 years sales or customer-facing experience preferred; healthcare background a plus but not mandatory
Skills	Communication, relationship-building, CRM proficiency, basic Excel/Google Sheets
Travel	Some regional travel often required

▶ **MODULE 07**

# Skills Needed

- 1 Prospecting and lead generation (using tools like trySMARTScaper.com for targeted lists)
- 2 Understanding of healthcare workflows and terminology
- 3 Presentation and demo skills
- 4 Negotiation and contract basics (RFPs, pricing discussions)
- 5 CRM and pipeline management (Salesforce, HubSpot, or employer's system)
- 6 Route planning for territory management (Excel or RouteGenie for NEMT sales roles)

## ▶ MODULE 08

# Certifications or Licenses

Certification	Is it Required?	Details
Medical Sales Certification (e.g. CNPR)	Optional	Can help for pharma/device roles, not mandatory
Driver's License	Yes	Needed for most field-based roles
HIPAA Training	Sometimes	Often provided by employer

## ▶ MODULE 09

# Beginner Roadmap

- 1 Identify 3–5 target employers (e.g. MediQuant, Stryker, Cardinal Health) and review their open sales roles.

- 2 Use Google Maps and trysmartscraper.com to build a list of local clinics, practices, or facilities in your area.
- 3 Update your resume with keywords from real job postings (see below).
- 4 Complete a free online medical sales intro course or YouTube playlist for industry basics.
- 5 Practice a 60-second pitch explaining why you're interested in medical sales and how your background fits.
- 6 Apply for at least 5 roles using tailored resumes and the script below.

▶ **MODULE 10**

## 7-Day Action Plan

- 1 Day 1: Research 10 real job postings for 'Medical Sales Representative' and note common requirements.
- 2 Day 2: Use trysmartscraper.com to export a list of local healthcare providers (for prospecting practice).
- 3 Day 3: Update your LinkedIn headline and summary with medical sales keywords.
- 4 Day 4: Watch a demo video of a medical device or software sales pitch (YouTube: Stryker, Medtronic, etc.).
- 5 Day 5: Draft your application script (see below) and send to 3 employers.
- 6 Day 6: Prepare answers for common interview questions (see talking points).
- 7 Day 7: Follow up with recruiters or hiring managers on your applications.

▶ **MODULE 11**

# 30-Day Action Plan

- 1 Apply to 15–20 medical sales roles with tailored resumes.
- 2 Reach out to 5 current reps on LinkedIn for informational interviews.
- 3 Complete a product knowledge module (many companies offer free online training).
- 4 Shadow a sales call or ride-along if possible (ask during informational interviews).
- 5 Practice route planning using Excel or RouteGenie (especially for NEMT-focused roles).
- 6 Prepare a mini portfolio: sample prospect list, outreach email, and a basic sales presentation.
- 7 Track all applications and follow-ups in a simple spreadsheet.

## ▶ MODULE 12

# Insider Secrets & Shortcuts

- 1 Use trysmartscraper.com (free Chrome extension) to instantly export lists of clinics or providers from Google Maps—skip manual research. (Source: Starting a Website Business in 2026)
- 2 For NEMT (non-emergency medical transportation) sales, RouteGenie software is used by top operators to optimize routes and reduce costs—mentioning this in interviews signals you know the real workflow. (Source: RouteGenie YouTube)
- 3 When prospecting, target organizations with recurring needs (e.g. school districts for transportation sales)—these contracts can double your book of business. (Source: Joe Siddle, NEMT consultant interview)
- 4 Before pitching, research the district or hospital's current vendors and RFP history—knowing their spend and contract terms gives you a huge edge. (Source: Joe Siddle,

- 5 In interviews, reference specific conversion partners (like VMI, BraunAbility for van sales) or route optimization tools—shows you understand the real ecosystem. (Source: NEMT hybrid van guide)
- 6 Don't just rely on Excel for route planning—highlight how you'd use RouteGenie or similar software to eliminate errors and improve efficiency. (Source: RouteGenie YouTube)

▶ **MODULE 13**

## Exact Resume Keywords

- 1 Medical Sales Representative
- 2 Account Management
- 3 Territory Development
- 4 Prospecting
- 5 RFP Response
- 6 Healthcare Solutions
- 7 CRM (Salesforce, HubSpot)
- 8 Route Optimization
- 9 Vendor Relationships
- 10 Product Demonstrations
- 11 Contract Negotiation

▶ **MODULE 14**

# Copy/Paste Application Script

## ▶ MODULE 15

## Interview Talking Points

- 1 Describe how you use tools like trysmartscraper.com to build targeted prospect lists.
- 2 Explain your approach to researching client needs and current vendors before outreach.
- 3 Share a story about optimizing a sales route or territory—mention RouteGenie or similar software.
- 4 Discuss your experience responding to RFPs or negotiating contracts.
- 5 Highlight your understanding of recurring revenue models (e.g. school district contracts for NEMT sales).
- 6 Reference knowledge of ADA-compliant conversion partners if interviewing for medical transportation sales.

## ▶ MODULE 16

## Red Flags / Scams To Avoid

### Watch Out For

Avoid 'medical sales' jobs that require you to pay for your own inventory, promise guaranteed six-figure income with no experience, or ask for upfront fees. Legitimate employers (like MediQuant, Stryker, Medtronic) pay you a salary plus commission and do not require you to buy product. Be wary of roles that are actually 1099 commission-only with no base, unless you are prepared for high risk.

# Source Notes

*"I actually research. I find out which school districts are perfect for them. What type of revenue, what type of money they're spending for third-party transportation, know exactly what to go after, and then help their sales rep that is to be able to go for the first call."*

— Joe Siddle, NEMT Consultant Interview

- [1] Starting a Website Business in 2026: My Step-by-Step Guide (YouTube transcript)
- [2] AI Marketing Hack: Grow Without a Website (YouTube transcript)
- [3] RouteGenie YouTube: Fuel Efficient Vans for NEMT
- [4] RouteGenie YouTube: Route Optimization in Excel
- [5] Joe Siddle, NEMT Consultant Interview (YouTube transcript)
- [6] MediQuant LLC hiring post (X)

## ▶ RESOURCE GUIDE

# Resources, Certifications & Direct Links

Tap straight into search results, certification training, and paid apprenticeships for this path.

## 🔍 DIRECT SEARCH LINKS

**Indeed — open roles**

biggest board ↗

**LinkedIn Jobs**

apply + network ↗

**ZipRecruiter**

1-click apply ↗

**Google — near me**

local + niche boards ↗

jobhack1.com | @jobhack1



Glassdoor — real salaries

verify pay ↗

Wellfound (startups)

startup roles ↗

## 🎓 Certifications & Training — direct links

2 free · 5 paid



**Salesforce Administrator** Free training, in-demand cert

Paid



**ABRET EEG Tech (R. EEG T.)** Neurodiagnostic/EEG tech credential — \$78K+ path, 1-2yr

Paid



**CompTIA Security+ / A+ / Network+** IT + cybersecurity entry certs

Paid



**Google Career Certificates** IT, data, cyber, UX, PM — no degree

Free



**AWS Certified Cloud Practitioner** Cloud entry cert

Paid



**HubSpot Academy** Free sales/marketing certs

Free



**CPC Medical Coding (AAPC)** Medical coding cert

Paid





### Hack

Set a saved-search alert on [Indeed](#) + [LinkedIn](#) for this exact term — new roles hit your inbox before they're crowded.








▶ TOOL GUIDE

## Tool Stack — Organized by Category

Every tool for this path, grouped by category. Free tools first, paid last. Tap any logo to open —  
jobhacki.com · @jobhacki     
it.




## Outreach & Sales

2 free · 5 paid

	<b>Apollo</b>	B2B lead database + outreach	Free	<a href="#">↗</a>
	<b>Hunter</b>	Find + verify emails	Free	<a href="#">↗</a>
	<b>Clay</b>	AI lead enrichment + lists	Paid	<a href="#">↗</a>
	<b>Instantly</b>	Cold email sending + warmup	Paid	<a href="#">↗</a>
	<b>Lemlist</b>	Personalized cold outreach	Paid	<a href="#">↗</a>
	<b>LinkedIn Sales Navigator</b>	Prospecting on LinkedIn	Paid	<a href="#">↗</a>
	<b>Smartlead</b>	Cold email at scale	Paid	<a href="#">↗</a>








## CRM

1 free · 2 paid

	<b>HubSpot CRM</b>	Free CRM + pipeline	Free	<a href="#">↗</a>
	<b>Close</b>	CRM built for calling	Paid	<a href="#">↗</a>
	<b>Pipedrive</b>	Sales pipeline CRM	Paid	<a href="#">↗</a>







## Job Boards









7 free · 0 paid

	<b>Indeed</b>	Largest job board	Free	↗
	<b>LinkedIn Jobs</b>	Jobs + networking	Free	↗
	<b>Remote OK</b>	Remote jobs board	Free	↗
	<b>USAJOBS</b>	Federal government jobs	Free	↗
	<b>We Work Remotely</b>	Remote-only jobs	Free	↗
	<b>Wellfound</b>	Startup + tech jobs	Free	↗
	<b>ZipRecruiter</b>	Quick-apply job board	Free	↗

## AI Assistants

5 free · 1 paid

	<b>ChatGPT</b>	Writing, ideation, prompts, drafts	Free	↗
	<b>Claude</b>	Long docs, reasoning, coding, agents	Free	↗
	<b>Google Gemini</b>	Google-integrated AI	Free	↗
	<b>Perplexity</b>	AI research with live sources	Free	↗
	<b>Poe</b>	Many AI models in one app	Free	↗
	<b>Grok</b>	X-integrated AI	Paid	↗

-  **Calendly**      Booking / scheduling calls      Free 
-  **Google Sheets**      Trackers + light CRM      Free 
-  **Loom**      Screen-record pitches/looms      Free 
-  **Notion**      Docs, dashboards, templates      Free 

**Money tip**

Stack the **free** tools first. Only pay once a tool is directly making or saving you money.

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## THE JOBHACKI ARSENAL

# This guide is 1% of what members get

The community unlocks the tools that do the heavy lifting for you:



### OmniCut

Upload any video — get back a timestamped, cut-by-cut edit blueprint: hooks, vocal cues, effects and animation calls, all mapped to the viral frameworks behind our own content. You (or your AI editor) just follow the map.



### JobHacki Resume Builder

Our exact one-page, recruiter-tested template — auto-built from your LinkedIn in minutes, exported as an editable doc + PDF.



### JobHacki Readiness Simulator

Paste any job link. Get tested on what the role actually requires, see your readiness score, and get the fastest study path to close the gaps.



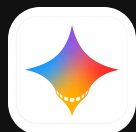
### Atlas Directory

Every guide and career path we publish — refreshed by 24/7 AI researchers so you never act on stale info.

[Join the JobHacki Community →](#)

Join free today — founding-member pricing locks in before the tools go paid.

## WHAT EACH TOOL ACTUALLY DOES



### OmniCut

OmniCut watches your entire video the way an elite editor would — every frame, the full transcript, your offer and what you're actually selling — then runs it through the viral frameworks behind our own content. What you get back is a timestamped editing score: your video chopped into 10-second sequences, each with exact vocal cues, audio cues, effect calls and animation directions. Copy a sequence, paste it into Gemini Omni, and generate that cut — then the next, then the next, until the whole edit is done. Runs as a custom GPT inside ChatGPT (you'll need a ChatGPT account), purpose-built for Gemini Omni video editing the day it drops.



### JobHacki Resume Builder

Drop in your LinkedIn (or paste your experience) and it rebuilds everything into the exact one-page format we use: tight summary line, education with the details recruiters scan for, metric-driven experience bullets, and the 10-category skills stack that beats ATS keyword filters. Out comes a polished PDF plus a fully editable doc — change any line later without starting over. Single-industry and multi-industry versions included.



### JobHacki Readiness Simulator

Paste a real job posting link. The simulator breaks down what that role actually demands — skills, tools, terminology, scenarios — and tests you on it: multiple choice, written answers, even voice roleplay for interviews and sales calls. You get a Readiness Score out of 100 across skill match, tool match, communication and interview readiness, plus the exact study plan to close your gaps — linked straight to the guides, certs and resources that fix them.



### Atlas Directory

The full living library: 100+ grounded, step-by-step playbooks across AI businesses, careers, trades, healthcare paths and side income — every one built from people who actually did it, never theory. Our AI researchers monitor hundreds of creators and sources around the clock, so tools, pay data and methods stay current. Search it, filter it, read online or download any guide as a PDF.

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