



## JOB ROLE OVERVIEW

### Medical Sales Representative (LFS/Q0401)

Role Description	Responsible for promoting and selling company's products to customers and building company's image in the market
Version	1.0
NSQF Level	4
Minimum Educational Qualifications	Diploma in Pharmacy/ any relevant science discipline
Maximum Educational Qualifications	Graduate in any discipline, preferably in Life Sciences / B. Pharma / M. Pharma / MBA
Training (Suggested but not mandatory)	On the job training (including induction training on products, markets/ territories etc.)
Minimum Job Entry Age	18 years
Experience	No prior experience required

#### Applicable National Occupational Standards (NOS)

- LFS/N0401:** Gather information about the product and competitors
- LFS/N0402:** Promote and sell products to potential customers and provide after sales service
- LFS/N0403:** Organize medical conferences and promotional events

#### Assessment Guidelines

- Each performance criteria (PC) will be assigned Theory and Skills/ Practical marks proportional to its importance in NOS
- The assessment will be conducted online (TAB based) through assessment partners authorised by LSSSDC
- Format of questions will be multiple choice questions framed in variety of styles such as conceptual clarification, situational judgement test, simulation etc., suitable for PC being assessed.
- To pass a Qualification Pack (QP), a trainee should pass each individual NOS.
- Standard passing criteria for each NOS is 70%
- For latest details on the assessment criteria, please visit [www.LSSSDC.in](http://www.LSSSDC.in)