



How to Break Into Pharmaceutical Sales: A Headhunter's Strategy

By Tom Ruff

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Today, more and more candidates are competing for positions in the rewarding field of pharmaceutical sales. With Tom Ruff on your side, you can become one of the breakthrough stories. In his down-to-earth and deeply practical style, the President and CEO of Tom Ruff Company shares the secrets he's gathered over his 18 years of grooming and placing top talent. Widely regarded for his commitment to ethics and excellence, Tom has built a company that is a preferred recruiter for more than 100 of the country's top pharmaceutical and medical device companies, including Abbott Laboratories, Johnson & Johnson and Pfizer. Specializing in the placement of pharmaceutical sales and medical device sales professionals, Tom Ruff Company is headquartered in Manhattan Beach, California, with offices in San Francisco, Phoenix, Dallas, and New York City.

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Editorial Review

Review

"When Tom Ruff talks about the pharmaceutical sales profession, you stop and listen. Mr Ruff grabs your attention, voicing his passion and expertise in conversation!" --Shelley Irwin, NPR Radio

"Enthusiastically recommended for anyone pursuing a career in this field." --**Midwest Book Review**

"I definitely recommend *How to Break into Pharmaceutical Sales*; for those trying to break into the industry. It became my bible in the job search. A few months after reading the book, I received a job offer from Bristol-Myers Squibb!" --**Kimberly Hoffman**

From the Publisher

Award-Winning Finalist in four categories of the National Best Books 2007 Awards, including Business Sales, Business/Motivational, Business/Career, and Business Reference.

From the Author

With more and more candidates competing for positions in the rewarding field of pharmaceutical sales, I have dedicated my first book, 'How to Break Into Pharmaceutical Sales--A Headhunter's Strategy', to helping you become one of the breakthrough stories. Approaching my 16th year as President and CEO of Tom Ruff Company, I have gathered all of my secrets behind grooming and placing top talent in one place. Tom Ruff Company is the preferred recruiter for more than 100 of the country's top 100 pharmaceutical and medical device companies, including Abbott Laboratories, Johnson & Johnson and Pfizer. Our company is headquartered in Manhattan Beach, California, with offices in San Francisco, Dallas, Phoenix, and New York.

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Debbie Bennett:

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