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करियर मार्गदर्शन पोर्टल • Career Guidance Portal

"सही मार्गदर्शन, उज्ज्वल भविष्य।"

करियर शीट • CAREER SHEET

चिकित्सा प्रतिनिधि

A Medical Representative (MR) promotes, explains and sells a pharma company's products to doctors, hospitals and chemists, and builds demand for new products. It is a very accessible entry-level job for any graduate...



Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/medical-representative

राजकीय उच्च माध्यमिक विद्यालय, जेठन्तरी

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सुशील कुमार शर्मा

प्रधानाचार्य, रा.उ.मा.वि. जेठन्तरी • मास्टर ट्रेनर
Principal, GSSS Jethantri • Master Trainer



श्री चेनाराम चौधरी

प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer



श्रीमती संघमित्रा

वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
Sr. Lecturer, DIET Barmer (Support)



भरत चौधरी

अभिकल्पना व विकास • व्याख्याता (इतिहास)
Designed & developed • Lecturer (History)

विशेष धन्यवाद • SPECIAL THANKS



सुरेन्द्र सिंह राठौड़

व्याख्याता (इतिहास) • रा.उ.मा.वि. कानाना



सुरेश कुमार सैन

व्याख्याता (भूगोल) • रा.उ.मा.वि. रामसीन मूंगड़ा



वनिता कुमारी

व्याख्याता (इतिहास) • रा.उ.मा.वि. रामसीन मूंगड़ा



कमलेश चौधरी

व्याख्याता (राजनीति विज्ञान) • रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14-17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14-17 July 2026)

यह एक स्वतंत्र परियोजना है, जो सरकार की आधिकारिक करियर-मार्गदर्शन सामग्री पर आधारित है। • An independent project based on the Government's official career-guidance content.

1 About this career

A Medical Representative (MR) promotes, explains and sells a pharma company's products to doctors, hospitals and chemists, and builds demand for new products. It is a very accessible entry-level job for any graduate (B.Sc/B.Pharm), with fast growth for those with good communication skills. In 2026, India's growing pharma industry keeps demand high.

2 At a glance

Minimum qualification	Graduate (B.Sc/B.Pharm) + communication
Income	₹20k-57k+ per month + incentives
Work mode	Field/travel, target-based
Demand	High (pharma industry)

3 What you need

INTERESTS

- Meeting and persuading people
- Interest in health and medical products
- Selling and hitting targets

ABILITIES

- Good communication and presentation
- Organisation and time management
- Confidence and persistence

KEY SKILLS

- Product and drug knowledge
- Relationship-building with doctors/chemists
- Territory and target management
- Selling and persuasion skills
- Communication and presentation
- Reporting and CRM tools

4 How to get there

- 1 Complete Class 12 in any stream (Science helps)
- 2 Complete a B.Sc/B.Pharm or any bachelor's degree
- 3 Optional: do a diploma in pharma marketing/sales
- 4 Interview for an MR role at a pharma company
- 5 Take product training and start working in the field

MAIN EXAMS

- No compulsory exam; selection via company interview
- State/GPAT entrance for B.Pharm (optional)

5 Where to study

GOVERNMENT INSTITUTES

- University of Rajasthan — Jaipur, Rajasthan (<https://www.uniraj.ac.in>)
- Jai Narain Vyas University — Jodhpur, Rajasthan (<https://www.jnvu.co.in>)
- Maharaja Ganga Singh University — Bikaner, Rajasthan

PRIVATE INSTITUTES

- Banasthali Vidyapith (B.Pharm) — Banasthali, Rajasthan (<https://www.banasthali.org>)
- Poornima University — Jaipur, Rajasthan (<https://poornima.edu.in>)
- Manipal College of Pharmaceutical Sciences — Manipal, Karnataka

ONLINE

- SWAYAM / NPTEL (फार्मेसी) — Online (<https://swayam.gov.in>)
- Life Sciences Sector Skill (NSDC) — Online

FEES

A B.Sc costs about ₹5,000–30,000 per year in government colleges; B.Pharm ₹40,000–1,50,000 per year. There is no separate fee for the MR job itself.

SCHOLARSHIPS

- National Scholarship Portal (<https://scholarships.gov.in>)
- Buddy4Study (<https://www.buddy4study.com>)

- SJE Rajasthan Scholarships (<https://sje.rajasthan.gov.in>)

6 What the work is like

WHERE YOU WORK

In the field for pharma companies — at hospitals, clinics and chemist shops; within an assigned territory.

WORK CULTURE

Not an office-based job; 5–6 days a week, about 45 hours with travel and targets. Incentives are paid. Opportunities exist for persons with disabilities too.

WHO HIRES

- Sun Pharma, Cipla
- Dr. Reddy's, Zydus
- Abbott and other multinationals
- Mankind Pharma, Lupin
- Emcure, Alkem
- Diagnostic and medical-device companies

DEMAND (2026)

India's pharma industry is growing fast and MR is a high-demand entry-level job; opportunities exist in Rajasthan cities like Jaipur, Jodhpur and Kota (2026).

7 Career growth

- 1 Medical Representative
- 2 Area/Territory Sales Manager
- 3 Regional Sales Manager
- 4 National Sales Manager / VP Marketing

EARNINGS

Starting	₹20,000
Mid level	₹45,000
Senior level	₹57,000+

Approximate monthly income plus incentives; far higher in management roles.

8 The good parts · The challenges

The good parts

- Easy entry, for any graduate
- Incentives and good career growth
- Clear career path up to management

The challenges

- Pressure of targets and travel
- Irregular and long hours
- Have to handle rejection

9 Real-life journeys

Ramesh Juneja

Founder-Chairman, Mankind Pharma

Ramesh Juneja began his career as a medical representative after a B.Sc from Meerut. After years in the field, in 1995 he co-founded Mankind Pharma with his brother, today one of India's largest pharma companies — showing where starting as an MR can lead.

Wikipedia · https://en.wikipedia.org/wiki/Ramesh_Juneja

Namita Thapar

Executive Director, Emcure Pharmaceuticals

Namita Thapar is Executive Director of Emcure Pharmaceuticals and leads the company's India business. Also well known as an investor on Shark Tank India, she is an inspiring example of women's leadership in the pharma industry.

Wikipedia · https://en.wikipedia.org/wiki/Namita_Thapar

10 Sources & further reading

1. Rajasthan Career Guidance Portal — <https://cg.rajasthan.gov.in/careerguidance/hi/career/%e0%a4%9a%e0%a4%bf%e0%a4%95%e0%a4%bf%e0%a4%a4%e0%a5%8d%e0%a4%b8%e0%a4%be-%e0%a4%aa%e0%a5%8d%e0%a4%b0%e0%a4%a4%e0%a4%bf%e0%a4%a8%e0%a4%bf%e0%a4%a7%e0%a4%bf-%e0%a4%ae%e0%a5%87%e0%a4%a1%e0%a4%bf/>
2. Salary reference (Talent.com) — <https://in.talent.com/salary?job=Medical+Representative>
3. Indian Pharma Industry (IBEF) — <https://www.ibef.org/industry/pharmaceutical-india>



And 770+ more careers — the whole portal

Interest and aptitude tests, government jobs, skill courses and a CV builder — free, no login, and it works offline.

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