

MEDICAL SALES CERTIFICATE

Health and Human Enrichment

Sales Professionals in this high demand and growing field have amazing careers working with and supporting surgeons to improve patient outcomes. Medical Device representatives typically specialize in sales in a specific area such as pharmaceuticals or implantable devices like aortic heart valves, fracture repair kits, or hip and knee replacements.

This program will focus on medical terminology, how to conduct yourself in an operating room, a working knowledge of orthopedic devices, and professional sales techniques.

Course	Title	Credits
Required Courses		
BI 2110 & BI 2130	Human Anatomy and Physiology I and Human Anatomy and Physiology Laboratory I (OR)	4
BIDI 2010	Human Biology I (SIDI,WECO)	
SAL 3280	Professional Selling Skills I	4
NR 4111	The Language and Culture of Health Care	2
AHS 4111	Medical Sales: Orthopedic Devices	4
SAL 4710	Medical Sales Capstone	4
Recommended Courses		
SAL 3290	Professional Selling Skills II	4
Total Credits		22