

14.1: Introduction

The Power of Learning the Ropes

Video Ride-Along with Priya Masih, Sales Representative at Lupin Pharmaceuticals

Meet Priya Masih. Priya has been in sales for five years with experience in the telecommunications, insurance, and pharmaceutical industries. She is currently a sales representative at Lupin Pharmaceuticals. She has learned how to manage herself, her time, and her results for a successful career in sales. But it's not always easy. One of the biggest challenges of being successful in sales is to stay motivated, even when you don't make the sale.

<https://youtu.be/w0y1EKbE1q0> - Priya Masih - How To Stay Motivated

<https://youtu.be/0E94Ww1-CrU> - Ethical Dilemma Exercise

<https://youtu.be/mSWPAM1MHy8> - Best and Worst of Being in Sales

<https://youtu.be/G9QrSahQF38> - Resolution of Ethical Dilemma

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