

# George Acuna

## Johnson & Johnson

**Contact Info:** [gacuna1@bellsouth.net](mailto:gacuna1@bellsouth.net)  
<https://www.jnj.com/>

**Job Title:** Pharmaceutical Sales Representatives  
Key Account Manager for Pulmonary Hypertension

**Description:** I promote pharmaceutical products to healthcare prescribers through education. I visit Pulmonologist, Cardiologist, and Rheumatologist and various other specialists that treat pulmonary arterial hypertension (PAH)

**Company:** Johnson and Johnson 7 years

**Years in the field:** Pharmaceutical sales for 22 years

**How long it took to get where I am today?** 22 years

### **Educational requirements for this Job:**

These jobs all require at least a 4 year degree and experience in either sales or medicine background. Sales and pharmaceutical sales rep certifications may also help bolster you application to potential employers.

**Salary Range for this type of job:** 55,000 - 250,000 depending on experience and the products that you promote.

### **Advice on getting started and breaking into the industry.**

Obviously finishing a 4 year degree but also getting real business and sales experience. Also, as important is staying out of trouble. Any arrest or serious traffic infractions will disqualify you from these jobs.

If you like people, sales, science and can deal with very little structure and are self-motivated, this is the job for you. It includes all of these aspects and since there is no boss constantly over you, you have to be the type of person that can get started every day without someone telling you to do it.

It requires constant learning, reading and rehearsing to fine tune various messages to make the greatest impact during your presentations. It has a lot of moving parts but through educating your prescribers you are indirectly helping patients get access to the care they need. Pharmaceutical representatives are an integral part of the healthcare system.

[Home | NAPSRx - The National Association of Pharmaceutical Sales Representatives](#)  
[napsronline.org](http://napsronline.org)

