FOR STUDENTS, CAREER ADVISORS AND PROFESSORS

Starting a Career in Medical Sales

Where the entry-level roles and internships are, what they pay, when to apply and what postings ask for, from every US medical sales job on MedSales Radar.

AT A GLANCE SNAPSHOT · NOV 4, 2026

OPEN ROLES ASKING 1 YEAR OF EXPERIENCE OR LESS	INTERNSHIPS LIVE	MEDIAN ADVERTISED BASE, ROLES ASKING 1 YEAR OR LESS	POSTINGS THAT PUBLISH PAY
1,879	**96**	**$90,000**	**75%**
of 9,405 on the board	at 31 employers	1,269 publish one; Amgen posts 16%	7,089 of 9,401

Read twice a day from 971 employers' own careers pages · Free to use and to cite with credit

IN THIS GUIDE

01 Entry-level roles · 02 Internships · 03 When to apply · 04 Pay · 05 What the job involves · 06 Backgrounds employers name · 07 Reading a posting · 08 Quick answers for advisors · 09 A handout for a class

01 ENTRY-LEVEL ROLES

SNAPSHOT · NOV 4, 2026

1,879 open roles

ask for a year of experience or less, at 192 employers. Stryker, Amgen and Viatris post the most.

02 INTERNSHIPS

SNAPSHOT · NOV 4, 2026

63 for Summer 2027

of the 96 internships live. The site's calendar puts most Summer application deadlines between October and January.

03 HIRING BY MONTH

MONTH OF OCTOBER 2026

6,836 new roles posted

in October 2026, and 5,603 closed. New roles went up in every week of the month.

04 A WAY IN

SNAPSHOT · NOV 4, 2026

40% of postings

name sales experience from any industry as an accepted background; 20% name a clinical one.

TWO KINDS OF FIGURE, NEVER MIXED

SNAPSHOT · NOV 4, 2026 the 9,405 open roles and 96 internships live on November 4, 2026, the day the October 2026 data editions were released: who is hiring, where, for what and at what pay.

MONTH OF OCTOBER 2026 roles posted and closed during October 2026, from the hiring activity dataset's October 2026 edition, final on November 4, 2026. Page 4 only.

Every page carries the date and the contact, so it can be shared whole or a page at a time. Everything on medsalesradar.com is free, with no account needed to search.

01 · Entry-level roles

Where the first jobs are

The 1,879 open roles on November 4, 2026 that ask for a year of experience or less: who posts them, in which industries and where.

Exhibit 1 · Employers with the most entry-level roles

SNAPSHOT · NOV 4, 2026

Stryker	233
Amgen	206
Viatris	106
Charlie Health	98
Lincare	78
Abbott	73
Syneos Health	69
Vanda Pharmaceuticals	49
Rotech Healthcare	45
Zimmer Biomet	40
AbbVie	31
Globus Medical	31

Source: MedSales Radar, open roles asking 1 year of experience or less. 192 employers have at least one.

WHAT THIS MEANS FOR STUDENTS

- **Titles to search:** Associate Sales Representative, Associate Territory Manager, Sales Associate and Sales Trainee. Nurses and allied-health graduates often start as Clinical Specialists, supporting cases before carrying a quota.
- Search by the experience a role asks for, not only by title: the board's entry-level filter reads the minimum each posting states.
- Look past the best-known names (192 employers have an entry-level role) and be open on location: California, Texas, Florida and New York hold the most.
- The live list, filtered to a year or less: medsalesradar.com/entry-level-medical-sales-jobs

Exhibit 2 · Entry-level roles by industry

SNAPSHOT · NOV 4, 2026

Medical device	745
Pharmaceutical	484
Biotech	275
Home medical equipment & care	142
Care services	102
Diagnostics	75
Distribution	29
Health IT & software	27

Source: Each role counts once, in its industry on the board.

Exhibit 3 · Entry-level roles by state

SNAPSHOT · NOV 4, 2026

California	207
Texas	166
Florida	123
New York	121
Ohio	100
Pennsylvania	78
Illinois	75
Georgia	68
Missouri	65
North Carolina	62

Source: A role open in several states counts in each. 36 are remote.

02 · Internships

Who offers sales internships

96 sales internships were live on November 4, 2026, at 31 employers. Most are for Summer 2027.

Exhibit 4 · Internships by employer

SNAPSHOT · NOV 4, 2026

Stryker	35
Boehringer Ingelheim	16
Abbott	4
Sanofi	4
Johnson & Johnson	3

Source: MedSales Radar, live internships: employers with three or more. 8 more employers have two each and 18 have one. 63 internships name Summer 2027, 6 name only the year 2027 and 27 name no term.

Exhibit 5 · Internships by state

SNAPSHOT · NOV 4, 2026

New Jersey	13
California	7
Illinois	6
Pennsylvania	6
Massachusetts	5
Michigan	5
New York	5
Ohio	5
Texas	5
Virginia	5

Source: An internship that names several states counts in each. 6 are remote.

Exhibit 6 · Internships by industry

SNAPSHOT · NOV 4, 2026

Medical device	43
Pharmaceutical	26
Biotech	13
Diagnostics	5
Distribution	5
Home medical equipment & care	2
Health IT & software	2

WHAT THIS MEANS FOR STUDENTS

- Use the list below as a watch list: check these employers' careers pages from August, when the site's calendar says summer postings appear.
- Read each posting's deadline (13 of 96 state one) and ask which intake a posting with no term is for.
- Every live internship, with apply links: medsalesradar.com/internships

Exhibit 7 · Employers that have posted a medical sales internship

SEEN AUG 16 – NOV 4, 2026

Abbott	Boehringer Ingelheim	Diversatek Healthcare	McKesson	Regeneron
AbbVie	Boston Scientific	Elanco	Medline Industries	Sanofi
Alcon	BrightSpring Health	GE HealthCare	Medtronic	Stryker
Amgen	Bristol Myers Squibb	Genmab	Merck	Thermo Fisher Scientific
Amplifon	Cardinal Health	Gilead Sciences	Netsmart	Vertex Pharmaceuticals
Arthrex	Cencora	Haleon	Perrigo	Xeris Biopharma
Athenahealth	CooperVision	Henry Schein	Philips	Zoetis
Bayer	Danaher	Johnson & Johnson	Promega	
Becton Dickinson	Direct Supply	Labcorp	Reckitt	

Source: MedSales Radar, every registered employer seen posting a sales internship from August 16, 2026: 43 employers. The list the internships page shows, with no counts.

03 · When to apply

Internships run on a calendar; jobs do not

Summer internships are posted the fall before, often almost a year ahead. Full-time roles are posted all year.

Exhibit 8 · The internship calendar, term by term

TERM	RUNS	POSTINGS APPEAR	APPLICATIONS CLOSE
Summer	May – August	August – October	October – January
Fall	September – December	January – March	February – April
Spring	January – May	July – September	September – October

Summer: the big one. Almost every structured sales internship is a summer program, and almost all of them are filled before Christmas. **Fall:** far rarer, and usually a co-op rather than a cohort program. **Spring:** rare; where it exists it is often a rolling co-op an employer fills when a territory needs cover.

Source: The industry's typical windows, not any one employer's dates, as the site's guide states them: medsalesradar.com/medical-sales-internships-when-to-apply. The employer's own posting is the only authority on when it closes.

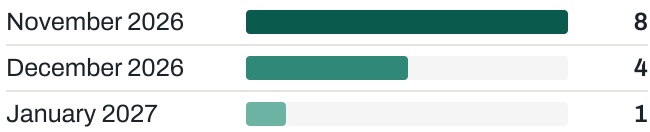
WHAT "SUMMER 2027" MEANS

A posting titled for a year names the year the internship **starts**, not the year you apply. A Summer 2027 internship runs roughly May to August 2027, ten to twelve weeks, and you apply for it in the last months of 2026.

Students lose a full year to this: a junior reading "2027" in October 2026 assumes it is not for them yet, and by the time it obviously is, the cohort is closed.

Exhibit 9 · Internship deadlines stated in postings

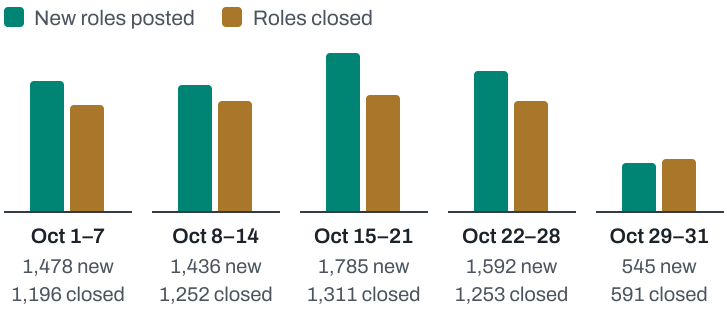
SNAPSHOT · NOV 4, 2026



Source: MedSales Radar, live internships: 13 of 96 state a deadline, by the month it falls in; the rest state none.

Exhibit 10 · New and closed roles, week by week

MONTH OF OCTOBER 2026



Source: MedSales Radar hiring activity, October 2026 edition, released Nov 4, 2026: 6,836 new roles and 5,603 closed, all levels; the weeks from the same month's report, which add up to it. The final column is 3 days. medsalesradar.com/medical-sales-report/2026-10

Exhibit 11 · Who posted the most roles

MONTH OF OCTOBER 2026

EMPLOYER	NEW	CLOSED
Amgen	413	123
Medtronic	399	388
Johnson & Johnson	364	356
Syneos Health	354	361
Stryker	262	217
Pfizer	167	148

Source: Hiring activity, October 2026 edition, released Nov 4, 2026: roles each employer dated inside the month, and roles that closed.

04 · Pay

What the first jobs and internships pay

Hourly pay published for internships, and the base salary employers advertise.

Exhibit 12 · Internship hourly pay

SNAPSHOT · NOV 4, 2026

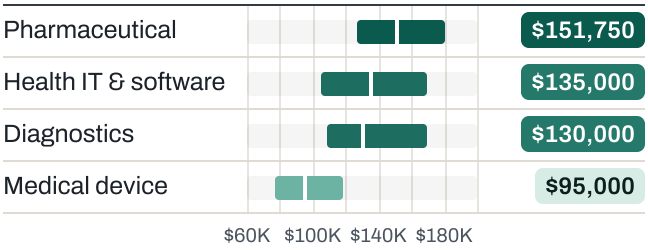
EMPLOYER	POSTINGS	HOURLY PAY
Stryker	35	$20 – $35
Abbott	4	$16.85 – $33.75
Boehringer Ingelheim	4	$24 – $33
Sanofi	4	$35 – $58
Johnson & Johnson	3	$29 – $52.50

Source: Employers with three or more internships that publish an hourly rate: the lowest and highest figure each publishes; 15 more publish one or two. All 68 hourly figures run from $16 to $58; Stryker posts 35, so no overall median is given. Merck (1) and Cencora (1) give a yearly figure.

Exhibit 13 · Advertised base salary, by industry

SNAPSHOT · NOV 4, 2026

INDUSTRY	MEDIAN
Pharmaceutical	$151,750
Health IT & software	$135,000
Diagnostics	$130,000
Medical device	$95,000

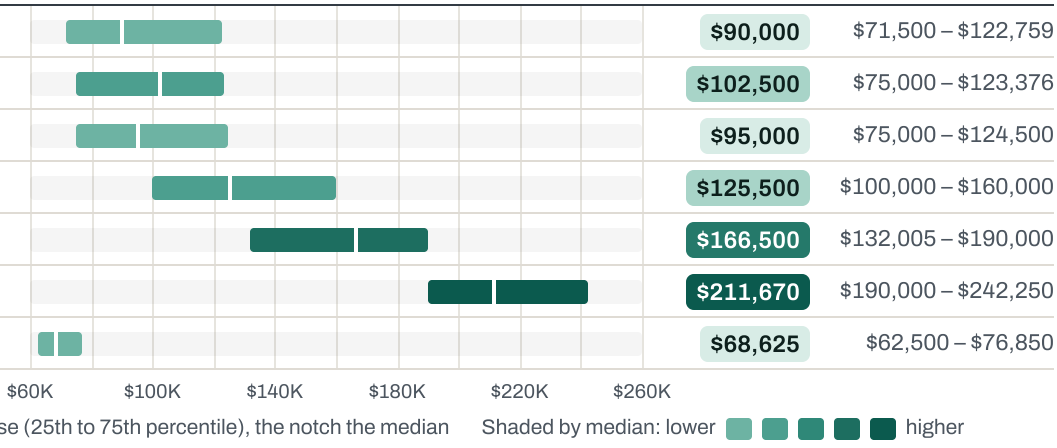


Source: Salary dataset, October 2026 edition, released Nov 4, 2026; all levels. Left out, one employer posting a quarter or more: Care services (Charlie Health posts 74%), Home medical equipment & care (Rotech Healthcare posts 34%), Biotech (Amgen posts 34%) and Distribution (Medline Industries posts 31%).

Exhibit 14 · Advertised base salary, by the experience a posting asks for

SNAPSHOT · NOV 4, 2026

EXPERIENCE ASKED FOR	MEDIAN	MIDDLE HALF
1 year or less, all titles	$90,000	$71,500 – $122,759
1 year or less, rep titles	$102,500	$75,000 – $123,376
0–2 years	$95,000	$75,000 – $124,500
3–4 years	$125,500	$100,000 – $160,000
5–9 years	$166,500	$132,005 – $190,000
10 or more years	$211,670	$190,000 – $242,250
Associate-level titles	$68,625	$62,500 – $76,850



Source: Salary dataset, October 2026 edition, released Nov 4, 2026: the 6,464 postings that publish an annual base (median $130,000). The two rows asking a year or less: the board the same day. Associate-level titles are grouped by title, the rest by the experience asked. Associate titles asking a year or less are left out: one employer posts more than a quarter. Named above 15%: 1 year or less, all titles: Amgen posts 16%; 1 year or less, rep titles: Amgen posts 22%; 10 or more years: Revolution Medicines posts 20%; Associate-level titles: Stryker posts 23%.

WHAT THIS MEANS FOR STUDENTS

- Of the 1,269 roles asking a year or less that publish a base, 948 carry rep or specialist titles. Base is only part of the pay: ask about on-target earnings, base plus commission at 100% of quota, a median of $169,200 where postings publish it (465, all levels). medsalesradar.com/medical-sales-salary

05 · What the job involves

Experience, travel, customers and products

What the open roles ask for, and what the 1,879 entry-level roles involve: how much they travel, where reps sell, what they sell and what postings offer.

Exhibit 15 · How much experience employers ask for

SNAPSHOT · NOV 4, 2026

1 year or less	1,879	22%
3 years or less	5,273	62%
5 years or less	7,411	87%
10 years or less	8,455	99%

Source: All open roles whose stated minimum is that much or less, of the 8,557 that state one; 848 state none.

Exhibit 16 · How much entry-level roles travel

SNAPSHOT · NOV 4, 2026

Up to 25%	167
26–50%	264
51–75%	135
76–100%	142

Source: Share of time on the road, for the 708 entry-level roles that state one.

Exhibit 17 · Where entry-level reps sell

SNAPSHOT · NOV 4, 2026

Physician office	959
Operating room	491
Hospital / IDN	461
Home health / DME	140
Cath lab / EP	53
Dental practice	45
Surgery center	44

Source: The setting a posting sells into (its call point); a posting can name more than one. What a call point is

Exhibit 18 · What entry-level postings mention

SNAPSHOT · NOV 4, 2026

Bonus or incentive plan	991
States overnight travel	569
Commission eligible	463
Uncapped commission	244
Company car provided	216
States weekend work	202
States on-call work	180
Car allowance or mileage	169

Source: Of the 1,879 entry-level roles. A posting that does not mention something may still offer it.

Exhibit 19 · What entry-level reps sell

SNAPSHOT · NOV 4, 2026

Orthopedics	237
Cardiovascular	165
Behavioral health	161
Anesthesia / pain	158
Endocrinology / metabolic	136
Neuroscience / CNS	131

Source: Product lines named in the posting. 355 entry-level roles name none.

WHAT THIS MEANS FOR STUDENTS

- Plan on driving: 216 entry-level postings provide a company car and 169 a car allowance or mileage.
- The settings entry-level reps sell into most: Physician office (959 roles), Operating room (491) and Hospital / IDN (461).
- 36 of the 1,879 entry-level roles are remote: it is a field job.

06 · Backgrounds employers name

Ways in from outside medical sales

For career changers, nurses and clinicians, veterans and former athletes: where postings accept them.

Exhibit 20 · Backgrounds named as a way in

SNAPSHOT · NOV 4, 2026

BACKGROUND	POSTINGS	SHARE	ENTRY-LEVEL	EXPERIENCE MOST ASKED
Sales, any industry	3,767	40%	1,186	2–3 years (1,635)
Clinical background	1,882	20%	608	2–3 years (791)
Technical or scientific	550	6%	293	—
Military service	337	4%	156	—
Athletics	249	3%	150	—

Source: Career changers dataset, October 2026 edition, released Nov 4, 2026: the 9,401 postings with a description. Entry-level means roles asking 1 year or less. A posting counts only when its own text names the background as an accepted route; an employer that hires from a background without saying so is not counted. Years are shown for the two backgrounds postings put a figure on.

Exhibit 21 · Employers that most often name a clinical background

SNAPSHOT · NOV 4, 2026

EMPLOYER	POSTINGS NAMING IT
Amgen	222 of 406
Stryker	202 of 404
Abbott	131 of 308
Medtronic	115 of 146
Zimmer Biomet	53 of 70
Bristol Myers Squibb	48 of 52

Exhibit 22 · Employers that most often name military service

SNAPSHOT · NOV 4, 2026

EMPLOYER	POSTINGS NAMING IT
Stryker	113 of 404
Novartis	47 of 58
Johnson & Johnson	35 of 115
Pfizer	21 of 52
IQVIA	20 of 60
Merit Medical	15 of 15
ZOLL Medical	15 of 47

Exhibit 23 · How much of that experience they ask for

SNAPSHOT · NOV 4, 2026

YEARS ASKED	SALES, ANY INDUSTRY	CLINICAL
0–1 years	552	89
2–3 years	1,635	791
4–5 years	720	322
6 or more	165	55
Not stated	695	625

IF YOU ARE CHANGING CAREERS

- Lead with numbers: a quota met, a ranking, a territory grown.
- Nurses and clinicians: a clinical background is named in 33% of medical device postings (1,153 of 3,475).
- Veterans: 337 postings name military service, most often at Stryker and Novartis. Former athletes: 249, most often at Stryker and Novartis.
- The report: medsalesradar.com/medical-sales-career-changers

07 · Reading a posting

What the words in a posting mean

Seven lines of the kind postings carry, what each one tells you, and the terms postings use.

Exhibit 24 · How to read a medical sales posting

A POSTING SAYS	WHAT IT TELLS YOU
Associate Territory Manager	An entry title. It usually supports a senior rep and learns a territory before carrying its own quota.
2+ years of B2B sales experience required	A floor. “Preferred” is not a floor. The board's experience filter reads the minimum a posting states.
Clinical or military experience considered	An accepted background. Read it beside the rest of the requirements: it does not waive them.
Territory: Columbus, OH · travel up to 50%	You live in or near the territory. The share is time on the road; overnight travel is stated apart.
$70,000 – $85,000 base plus incentive	The advertised base range, before commission or bonus. Not what anyone was paid.
On-target earnings $120,000	Base plus commission at 100% of quota. Compare it only with another on-target figure.
Apply by December 10	A stated deadline. A posting that states none can still close at any time.

Source: Example lines, not quotations from one posting. Every listing on the board links to the employer's own posting, which is the one to read in full. How to break into medical sales

Terms postings use

Base salary
The fixed pay, before commission or bonus. Salary figures in this guide are base unless they say on-target or hourly.

Commission
Pay tied to sales results, on top of base.

On-target earnings (OTE)
Base plus the commission and bonus a rep earns on reaching 100% of quota.

Quota
The sales target a rep is measured against, usually for a quarter or a year.

Territory
The area or the set of accounts a rep covers.

Call point
Who or where a rep sells to: a physician's office, an operating room, a hospital's buyers.

IDN
Integrated delivery network: a health system that buys for several hospitals and clinics.

DME
Durable medical equipment, such as oxygen equipment, wheelchairs and hospital beds used at home.

Clinical specialist
Supports procedures and trains clinicians on a product; a common first role for nurses.

Associate rep
An entry title: usually supports a senior rep and learns a territory before taking a quota.

Contract sales organization
A company that employs reps and places them on a drug or device maker's products.

Carrying a bag
Holding your own quota and territory.

08 · Quick answers for advisors

The questions students ask

Six answers, each from the board's data or the site's own guides, and the free page to send a student to.

Do I need experience?

SNAPSHOT · NOV 4, 2026

Not always. 1,879 of the 9,405 open roles on November 4, 2026 ask for a year of experience or less, and 5,273 ask for three years or less.

Where experience is asked, sales experience from any industry is often accepted: 40% of postings say so.

Where to look: Entry-level roles

What does it pay?

SNAPSHOT · NOV 4, 2026

The median advertised base for roles asking a year or less is $90,000 (1,269 postings). Commission and bonus come on top; where on-target earnings are published, all levels, the median is $169,200.

Interns: published hourly figures run from $16 to $58.

Where to look: Salary guide

Device or pharma?

SNAPSHOT · NOV 4, 2026

Device reps sell equipment, instruments and supplies, often in the room when the product is used, and close sales. Pharmaceutical reps explain medicines to physicians and are measured on prescriptions written in their territory.

745 entry-level roles are in medical device and 484 in pharmaceutical. Median advertised base, all levels: $95,000 in device, $151,750 in pharmaceutical.

Where to look: Device vs. pharma, side by side

Do I need a science degree?

The site's internship guide answers: “For a sales internship, usually not.” Business, communications and marketing students are well represented, and the clinical knowledge is taught. A science degree helps more for the clinical-specialist track than the sales one.

The degrees report shows what postings ask for, degree by degree.

Where to look: Degrees report

When do I apply?

For a summer internship: postings appear August to October and most applications close October to January; a student who starts looking in spring usually finds the intake closed. For an entry-level job: any time, since full-time roles are posted all year.

A free email alert sends new roles that match a search.

Where to look: Internship calendar · Job alerts

Can a nurse, a veteran or an athlete get in?

SNAPSHOT · NOV 4, 2026

Postings name each as an accepted background: a clinical background in 1,882 postings, military service in 337 and athletics in 249.

Nurses often start as Clinical Specialists, supporting procedures before carrying a quota.

Where to look: For nurses and clinicians · For veterans

How the numbers are made

MedSales Radar reads the careers pages of 971 employers across 40 hiring platforms twice a day and keeps their US sales roles. Figures count job postings, not hires or headcount. Pay is the range an employer advertises, not what anyone was paid, and base salary excludes commission. Medians use the 6,464 of 9,405 postings that publish an annual base. Experience counts use the minimum each posting states. Pay groups with fewer than 40 figures, or where one employer posts a quarter or more of them, are left out. Pay, pay-publishing, background and month figures are the October 2026 data editions, released November 4, 2026; the rest read the board as it stood that morning. Page 4's month counts real closures only.

09 · A handout for a class

Free tools to give students

Nine pages a student can open from a phone. Every tool is free, and searching needs no account.

The job board
Every US medical sales job we read, by place, industry and experience.
medsalesradar.com

Entry-level roles
Roles asking a year of experience or less.
medsalesradar.com /entry-level-medical-sales-jobs

Internships
Every live sales internship, with apply links.
medsalesradar.com /internships

When to apply
The internship calendar, term by term.
medsalesradar.com /medical-sales-internships-when-to-apply

Salary guide
Advertised base pay by level, state and specialty.
medsalesradar.com /medical-sales-salary

Jobs map
Open roles on a map of the country.
medsalesradar.com /medical-sales-jobs-map

Job alerts
New roles that match a search, by email.
medsalesradar.com /alerts

How to break in
The entry titles, and what employers ask for.
medsalesradar.com /how-to-break-into-medical-sales

Device vs. pharma
The two jobs side by side, from live postings.
medsalesradar.com /medical-device-vs-pharmaceutical-sales

Five steps for students

01 **Apply for summer internships between October and January.**
Postings appear the fall before. A Summer 2027 internship is applied for in late 2026.

02 **Search by experience, not only by title.**
Filter for roles asking a year or less, then read what each posting asks for.

03 **Build proof that you can sell to a number.**
A year of B2B sales, a sales internship or a quota met in any industry.

04 **Know the pay before you apply.**
Compare base with base and on-target with on-target, using the salary guide.

05 **Use your background.**
Nurses and clinicians, veterans and former athletes: postings name each as a way in.

A DESCRIPTION TO POST

MedSales Radar (medsalesradar.com): a free board of US medical device, pharmaceutical, biotech and diagnostics sales jobs and internships, read directly from 900+ employers' own careers pages, with entry-level and internship filters, free salary data and free email alerts.

USING THIS GUIDE

Share it whole or a page at a time: every page carries the date and the contact. Figures are a snapshot of November 4, 2026, except page 4's month of October 2026. The live pages update twice a day.

Questions, corrections or data requests: **MedSales Radar** · contact@medsalesradar.com · medsalesradar.com