

How to Become **MR**

Non-Science Background



Hindi Audio + PDF Guide

By Grow with Mahadev

****How to Become a Medical Representative (MR)**

with Non-Science Background**

A Complete Interview & Career Guide for Freshers, Arts & Commerce Students

Chapter 1:

Introduction – What is a Medical Representative (MR)?

A **Medical Representative (MR)** is a professional who works in the pharmaceutical industry.

The main role of an MR is to **promote company medicines to doctors**, explain product benefits, and build strong professional relationships.

An MR acts as a **link between pharmaceutical companies and doctors**.

Why MR is a Good Career Choice

No science degree required

High demand across India

Stable and growing industry

Fixed salary + incentives

Strong career growth

Ideal for freshers

This career is suitable for **Arts, Commerce, and non-science graduates** who want a professional, respected, and growth-oriented job.

Chapter 2: Who Can Become a Medical Representative (Eligibility)

You do **not** need a science or pharmacy degree to become an MR.

Eligible Candidates

BA, BCom, BBA, BSc (non-biology)

Any graduate or final-year student

Freshers

Non-science background candidates

Basic Requirements

Good communication skills

Willingness to do field work

Discipline and sincerity

Learning mindset

Basic English and local language

Most pharmaceutical companies provide **complete product and field training** after selection.

Chapter 3:

Basic Biology for MR Interview (Expanded & Simple)

This biology section is **only for the interview and field understanding.**

You are **not expected to be a doctor.**

3.1 Why Biology is Needed for MR

As an MR, you interact with doctors daily.

Doctors expect:

Basic biological understanding

Correct terms

Honest communication

You do **not** diagnose or treat patients.

3.2 Human Body – Basic Organs

Heart

Pumps blood throughout the body.

Lungs

Help in breathing and oxygen supply.

Brain

Controls thinking, memory, and body functions.

Stomach

Helps digest food.

Liver

Cleans blood and supports digestion.

Kidneys

Remove waste and extra water from the body.

3.3 What is a Disease?

A disease is a condition where the body does not function normally.

Common reasons:

Infection

Weak immunity

Lifestyle issues

Age-related problems

3.4 What is Infection?

Infection occurs when harmful organisms enter the body.

Basic types:

Bacterial

Viral

3.5 What is Medicine?

A medicine is a product that:

Reduces symptoms

Supports recovery

Helps body function better

Only doctors decide on treatment.

3.6 Dosage Forms

Tablets

Capsules

Syrups

Injections

Ointments / Creams

****Chapter 3.7:**

Dose Basics, Frequency Terms & Doctor Segmentation

(For MR Interview & Field Understanding)**

Important Note

This chapter is **only for understanding and interview purposes.**

A Medical Representative **never decides dose or treatment.**

Only **registered doctors** do that.

10.1 What is Dose?

Dose means the **amount of medicine taken at one time.**

Dose depends on:

Patient age

Patient condition

Severity of disease

Doctor's judgment

MR only understands the term.
MR never suggests a dose.

What is Dose Calculation? (Basic Understanding)

Dose calculation refers to:

How much medicine is required

How many times it should be taken

Duration of treatment

For MR:

You do **not calculate**

You **understand the terms used by doctors**

Common Dose Frequency Terms (Very Important)

These terms are **frequently asked in interviews.**

OD

Means **Once a Day**

Example: 1 tablet daily

BID

Means **Twice a Day**

Example: Morning and evening

TID

Means **Three Times a Day**

Example: Morning, afternoon, night

QID (Optional knowledge)

Means **Four Times a Day**

10.4 Route of Administration (Very Important)

Oral

Taken by mouth

Tablets, capsules, syrups

IV (Intravenous)

Given directly into the vein

Fast action

Given by trained professionals

IM (Intramuscular)

Given into the muscle

Slower than IV

Given by trained professionals

MR never administers injections.

10.5 Why These Terms Are Important for MR

Doctors use these terms daily

Helps MR understand prescriptions

Improves confidence during discussion

Avoids wrong communication

10.6 What is Doctor Segmentation?

Doctor segmentation means **classifying doctors** based on:

Prescription volume

Specialty

Business potential

Product relevance

It helps the MRs **plan visits effectively**.

Common Doctor Segments

General Physician (GP)

Treats common illnesses

High patient flow

Important for chronic and acute products

Specialists

Focus on one area

Example: Physician, Pediatrician, Orthopedic

Product-specific focus

Consultant Doctors

Senior doctors

High influence

Strategic importance

10.8 Importance of Doctor Segmentation for MR

Proper time management

Right product discussion

Better prescription generation

Efficient territory planning

MR Role in Dose & Doctor Segmentation

MR should:

Understand dose terms

Respect the doctor's authority

Follow the company strategy

Focus on ethical promotion

MR should **never**:

Suggest dose

Change prescription

Interfere in treatment

Interview-Ready One-Line Answers

What is OD?

Once a day.

What is BID?

Twice a day.

What is TID?

Three times a day.

What is IV?

Injection given into the vein.

What is IM?

Injection given into the muscle.

Who decides dose?

Only registered doctors.

Chapter Summary

Dose = amount of medicine

OD, BID, TID = frequency terms

IV, IM = route of administration

Doctor segmentation = visit planning tool

MR role = understanding, not deciding

3.8 What is a Prescription?

A prescription is a written instruction by a doctor that mentions:

Medicine name

Dosage

Duration

MR never changes prescriptions.

3.9 What is Brand and Salt?

Salt: Active ingredient

Brand: Company product name

One salt can have multiple brands.

3.10 Common Medical Terms

Term	Meaning
Symptom	What patient feels
Diagnosis	Disease identification
Acute	Sudden condition
Chronic	Long-term condition
Preventive	Prevents disease

3.11 What MR Should NOT Do

No medical advice

No dosage suggestion

No false claims

Chapter 4:

Medical Representative Interview Questions & Answers

1. Tell Me About Yourself

My name is [Your Name].

I have completed my graduation from [University Name].

I belong to a small family with my parents and siblings.

I am disciplined, independent, and comfortable with field work.

I want to start my career as a Medical Representative where I can learn and grow.

2. Why Do You Want to Join the Pharmaceutical Industry?

The pharmaceutical industry is one of the fastest-growing industries.

It serves people during medical needs and emergencies.

Doctors are highly respected professionals, and working with them is an honor.

Therefore, I want to build my career in this industry.

3. Are You a Fresher? Why Should We Hire You?

Yes, I am a fresher, but I am eager to learn and adapt quickly. With your guidance, I can contribute effectively and deliver results as per company expectations.

4. Can a Non-Science Person Succeed as an MR?

Yes. Many successful MRs come from non-science backgrounds.

Training, discipline, communication skills, and a learning mindset matter more than a degree.

My motto is **learn, grow, update, and succeed.**

5. What is the Role of a Medical Representative?

The role of an MR is to promote company medicines to doctors by explaining product benefits and USP.

MRs visit chemists for **RCPA**.

They also visit stockists to manage **primary and secondary sales**.

Three pillars of the MR role:

1. Doctor visit for prescription generation
 2. Chemist visit for RCPA
 3. Stockist visit for business management
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6. What are Primary and Secondary Sales?

Primary sales are orders taken from stockists by the company.

Secondary sales are products sold from a stockist to a chemist or market.

7. What is Dosage?

Dosage means how much medicine, how often, and for how long it is taken.

It is always decided by a registered doctor.

8. What Are Your Strengths?

My strengths are communication, discipline, and continuous learning.

9. How Will You Plan Your Day as an MR?

I plan my day in a structured way.

I schedule doctor visits as per the route plan.

Before doctor visits, I check RCPA.

I maintain daily reporting and follow-ups with doctors, chemists, and stockists.

10. Why Should We Hire You?

I am a motivated and result-oriented individual.

I am eager to learn, eager to grow, and committed to delivering value as per company norms.

Chapter 5: How to Apply for an MR Job

Online

Job portals(Nakuri,indeed ,Times)

Company career pages

LinkedIn

Offline

Walk-in interviews

Distributor offices

References

Chapter 6: Interview Preparation & Body Language

Formal dress

Clean grooming

Eye contact

Calm voice

Honest answers

Chapter 7: 7-Day Preparation Plan

Day 1: Understand the MR role

Day 2: Learn basic biology

Day 3: Interview Q&A

Day 4: Practice answers

Day 5: Pharma terms

Day 6: Mock interview

Day 7: Confidence building

Chapter 8: Career Growth & Salary

Starting Salary

₹15,000 – ₹25,000 + incentives

Career Path

MR → Senior MR → Area Manager → Regional Manager → Product Manager

Chapter 9: Final Motivation Message

Your background does not define your success.

Your **attitude, communication, and discipline** do.

Thousands of non-science freshers are successful MRs today.

Start learning. Stay consistent. Grow professionally.

About the Author


Mahadev Mukherjee has over 18 years of experience in pharmaceutical sales, management, and product management. He has worked with leading pharmaceutical companies such as Glenmark, Zydus, Akumentis, and KLM LAB.

He holds a B.Sc. degree and an MBA in Pharmaceutical Management. Through his experience, he guides freshers and non-science candidates to build successful careers in the pharmaceutical industry.

Grow with Mahadev focuses on practical career guidance, interview preparation, and professional growth.

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