Life of a Salesman: The Things You Learn as an Egyptian Medical Rep

Not a glamorous career choice by any means, but it does teach you a surprising amount about life.

“Why would I care about some moron’s stint as a professional liar? I’d rather read something sexy.” I hear you, Mahmoud, why would you indeed? Nobody thinks the musings of a failed pharmacy grad about his past career choices would be in any way entertaining or insightful. Then again, I didn’t think running around the western side of Cairo peddling life-saving titanium garbage would teach me and many others like me the skills I needed to tackle life a little bit more efficiently.

So if you can *humbly* spare a bit of time from your definitely busy day, how about you give my insights a go. Maybe you’ll learn something about how working in sales can teach you anything from surviving out on the streets to the true value of patience, and even selling literal shit to a highly trained medical professional. **Or not and go read something tasty.**

**Dealing with almost anyone**

Anything you do in life, even fucking around with a yoyo, can teach you something or another. Though most jobs help you pick up the arduous subtleties of dealing with people (you never get paid enough to do that), a job in the field of sales – especially in the Egyptian medical field – will see you dealing with every arbitrary social class and human archetype from your *lowliest* of runners and security personnel to renowned medical masterminds and leaders of industry. This was doubly significant (and difficult) for my fat ass back in when I was in orthopaedic sales (I literally sold prosthetic hips to people); before I threw myself into what I thought was the most viable career path I had as a person, I wasn’t exactly the *communicative* type, which is to say I couldn’t have a conversation about the weather with a defective lamppost. When it comes to delivering your “message” to a hospital’s (or regions’s) key opinion holder, you’ll likely be dealing with the guy that gets you into the building first, then the nurses who know where the motherfucker goes to chill, then with his subordinate doctors to figure out his schedule (likely with a few honeyed words and cigarettes), followed by a lengthy waiting session till they pop up out of their hidey holes. No matter what kind of reservation you had growing up when it comes to communicating with folks, a job in sales will see you practicing your repertoire with almost everybody; even the patients of whoever you’re trying to sell to.

**You Learn the True Virtues of Patience**

Though you might have learned that having an insurmountable amount of patience could lea