

Over 22 Years of the PSMG

PSMG Membership Invitation 2012

The PSMG (**Pharmaceutical Sales Managers Group**) was established with the aim of providing a learning and networking forum for Sales Managers. It is a non-profit organisation run by sales managers for sales managers with our members ranging from pharmaceutical, medical and healthcare companies.

Membership entitles you to attend all of the four meetings in 2012 as shown below. If you are unable to attend you may send a deputy from your company. **The cost of annual membership is just £750 per member**, with discounts for multiple members. Please see separate application form for details*.

The PSMG hold a networking event the night before at the hotel. All members and additional delegates are encouraged to attend. These provide an invaluable opportunity to network with colleagues in a social and informal environment.

See below for:

Dates for your diary

Speakers, Topics and Agendas

Testimonials

Dates for your diary

Dates 2012	Venue
30th – 31st January	Menzies Welcombe <i>Stratford Upon Avon, CV37 0NR</i>
23rd – 24th April	Whittlebury Hall <i>Towcester, NN12 8QH</i>
9th – 10th July	Menzies Welcombe <i>Stratford Upon Avon, CV37 0NR</i>
15 th – 16 th October	Oxford Belfry <i>Milton Common, Thame, Oxfordshire, OX9 2JW</i>

** Please note that neither membership acceptance, nor meeting attendance, is automatically granted. The membership committee, subject to the terms of the PSMG constitution, reserve the right to refuse membership applications.*

Speakers, Topics and Agendas

We are aware that **time** is very precious with less opportunity for protected learning, personal development and networking with your peers. The content of our meetings becomes ever more important and as the PSMG elected committee we strive to deliver **meaningful and interesting meetings** with relevant, knowledgeable and worthwhile speakers.

The committee is determined to ensure that taking part is rewarding and beneficial for all our members and their wider companies.

Our mission statement is “to build integrity and share **BEST** practice in healthcare sales management.” We do this by focusing on the following areas:

Business Environment – Expert presentations on Changing NHS

Excellence – Industry and Supplier reviews of latest innovations

Standards – Practical appraisal on current and forthcoming HR and industry standards

Training and Development – Key training, self-development topics

Topics for next year include:

- Understanding our Working Environment and our customers
- Your Personal Development
- Leadership versus Management
- KAM and how it can be developed and adapted to the Pharmaceutical Industry
- Your Taxation issues
- Working in partnership with the NHS
- NHS Prescribing Influence in the Modern NHS
- Legal and Personnel Issues
- Training and Development
- Sales Force Communication and Motivation
- Sharing Best Practice on Topical Sales Issues

Testimonials

When asked “What does the PSMG do for you?” . .

Here are some of the replies from our members:

“Lots of networking with other managers to help forge my ideas for my team.”

“A great chance to interact and share ideas with other personnel in the Pharma industry.”

“Some of the ideas gained have already been used effectively and beneficially.”

“An opportunity to meet and discuss with colleagues, covering a wide variety of areas.”

“I always take back useful and beneficial ideas from presentations which I have successfully implemented in my working environment.”

“It allows me thinking time...time to evaluate processes.”

“Allows me to meet Sales Managers from other companies to share experiences, new ideas and mutual support.”

“It provides an environment to share topical issues and also to network with industry colleagues.”

“It’s a great way to keep in touch with the latest sales force effectiveness thinking in the healthcare industry.”

“It provides a benchmark what I do with peers and colleagues to check we are on the right lines and without compromising competitive advantage where relevant.”

“We share common issues in Sales Management and share potential solutions.”

“The opportunity to get “Out of Business” for the day to discuss common issues with colleagues across the industry doing similar jobs.”

“It’s reassuring to know that the challenges I face on a day to day basis are shared by others in the industry.”

We hope you will join us in 2012 and we very much look forward to welcoming you to our meetings next year.

Kind regards

The PSMG Committee