

# GSK

## Career Stories

We sat down with Jordan Levin to discuss his 'Day in the Life' as a Sales Representative of GSK



## Tell us a bit about yourself and your time with GSK so far -

I am from Canada and only recently moved to Australia. I started in pharma sales six years ago, after completing my science degree. About two years ago, I joined GSK and have had a bit of a unique journey! I started out with GSK Canada, as a Vaccines Sales Rep in downtown Toronto. With GSK, I recently took an international transfer to Australia. I have joined the amazing primary care sales team based in Newcastle, as a Respiratory GP Sales Representative.

I have very much enjoyed my career so far with GSK. I have had so many opportunities to develop myself professionally and personally. Each manager I have worked with at GSK has been deeply motivating and has been invested in my career.

In my spare time, you will find me reading, taking a workout class and since moving to Australia, you will often find me taking a dip at the beach!

## Why did you choose a sales career with GSK?

I wanted to be part of a company with market-leading products, which I know will have the best health outcomes for patients. I am even more passionate in the work I do because I know GSK's products are genuinely helping patients.

I hear success stories every day.

During the interview process, I began to learn how GSK supports professional development. As previously mentioned, my professional and career development are extremely important to me. Knowing that I would have the opportunity to grow within GSK, was a huge deciding factor in my choice.



We are keen to understand what a “Day in the Life” of a Sales Rep looks like for you.

Before work I get up and do something active! Whether that be a run, a strength training session or a pilates class, I believe it is so important to start your day by waking up your body (and by proxy, your brain)!



8:15am – I typically start my workday just after 8:00am, if I haven't scheduled a breakfast meeting. I will start the day by reviewing my daily schedule, cover off some admin, and map out my sales call plan for the day.

9:00am – Most days by 9:00am I am jumping into my car to drive to my first customer in my sales call plan. Not every call do I get to see a customer, but I always do my absolute best to try and get in front of an HCP..

12:00pm – Lunch meeting! Most days I have a lunch meeting scheduled where I can sit down with a couple doctors and nurses and really dive into my product in detail. I always bring the lunch!

3:00pm – I'll usually be out speaking with doctors, nurses, and pharmacists till about 3:30pm-4:00pm, but sometimes, today I'm meeting with my "pod" to discuss business planning for the next month and quarter. We meet regularly to discuss how to best tackle any challenges, sharing success stories etc.

4:30pm – By 4:30pm I will usually be back at home, in the backyard catching some late afternoon sun rays while finishing up any admin that has come through from the day. This is typically where I will send emails to doctors, finish up my expense report, review data & reflect on my day.

At the end of the day, I am likely to be rushing to the beach to get in a good refreshing swim, grabbing a book to read in the park or perhaps start chopping up veg for a gourmet din! I believe in turning off after work is done, and these are my favourite ways to unwind!

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