Garnet
Garnet Global Training Center

GGT-PH-117

Pharmaceutical & Laboratory

Pharmaceutical Sales & Medical Representatives

المبيعات الدوائية والمندوبون الطبيون

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (practitioner)**

Overview

Pharmaceutical Sales & Medical Representatives turns established good practice into step-by-step methods that participants rehearse in exercises and then apply at work. GMP, quality and laboratory programs for pharmaceutical, medical device and testing organisations. Choose 5 or 10 days, classroom or live online, English or Arabic; organisations can also run it in-house and adapt the examples to their own work.

What you will be able to do

- Apply the methods and standards of Pharmaceutical Sales & Medical Representatives to real tasks.
- Diagnose common problems and identify root causes.
- Interpret data and results correctly and act on them.
- Follow safe, compliant and documented work practices.
- Avoid the mistakes that most often cause rework or failure.

Who should attend

QA/QC staff, production and laboratory personnel, regulatory affairs specialists. Practitioners with one to five years of experience benefit most.

Key topics

- GMP and GLP principles
- Validation and qualification
- Documentation and data integrity
- Deviations and CAPA
- Regulatory submissions
- Laboratory instruments

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

WhatsApp: +971 56 674 7382

Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Pharmaceutical Sales & Medical Representatives: principles and standards

- GMP and GLP principles
- Measurement and reporting

Day 2 Methods and tools in practice

- Validation and qualification
- Documentation and data integrity

Day 3 Diagnosis and problem solving

- Deviations and CAPA
- Hands-on workshop on a workplace challenge

Day 4 Quality, safety and documentation

- Regulatory submissions
- Common mistakes and how to avoid them

Day 5 Workshop, assessment and action plan

- Laboratory instruments
- Regional and international case studies

10-day outline

Day 1 Pharmaceutical Sales & Medical Representatives: principles and standards

- GMP and GLP principles
- Measurement and reporting

Day 2 Methods and tools in practice

- Validation and qualification
- Documentation and data integrity

Day 3 Diagnosis and problem solving

- Deviations and CAPA
- Hands-on workshop on a workplace challenge

Day 4 Quality, safety and documentation

- Regulatory submissions
- Common mistakes and how to avoid them

Day 5 Workshop, assessment and action plan

- Laboratory instruments
- Regional and international case studies

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Checklists and templates to take away

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Group discussion and peer review

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
18–22 Jan 2027	5-day classroom	London	English	4,750
6–10 Jun 2027	5-day classroom	Muscat	Arabic	4,750
2–6 Aug 2027	5-day online	Live online	English	2,950
13–24 Sep 2027	10-day classroom	Istanbul	English	8,950
6–17 Mar 2028	10-day online	Live online	English	5,450
10–21 Jul 2028	10-day classroom	Kuala Lumpur	English	8,950
16–20 Oct 2028	5-day classroom	London	English	4,750
19–23 Nov 2028	5-day classroom	Riyadh	English	4,750
12–16 Mar 2029	5-day online	Live online	English	2,950

Dates	Format	City	Language	Fee (USD)
21–25 May 2029	5-day classroom	Istanbul	English	4,750
9–20 Jul 2029	10-day classroom	Dubai	Arabic	8,950
12–16 Aug 2029	5-day classroom	Kuwait City	English	4,750
13–24 May 2030	10-day online	Live online	Arabic	5,450
17–21 Jun 2030	5-day classroom	Geneva	English	4,750
16–20 Sep 2030	5-day classroom	Casablanca	Arabic	4,750
4–15 Nov 2030	10-day classroom	Barcelona	English	8,950

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/