



The 34th Annual
Sharing Conference™
Compliance | Transparency | FDMA | DIG
October 7-9, 2026
Princeton Marriott at Forrestal, NJ

WORKSHOP ANNOUNCEMENT

From Day One to Sample Ready: How to Stand Up a New Pharma Sales Team in Just Weeks Without Compromising Compliance

Presented By



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Launching a new pharma sales team is high stakes. Sales Operations leaders are under constant pressure to ensure new reps are fully compliant, operationally ready, and able to hand-sample in their local markets as soon as training is complete – often within a matter of weeks. Yet the operational reality on the ground frequently creates delays: locating compliant storage, ensuring state specific readiness, coordinating across vendors, and managing inconsistencies market by market.

This session will examine real-world frameworks and strategies for ensuring sales teams are ready to hand-sample immediately after training and across diverse local markets.

Presenters will highlight the operational best practices, decision points, and common pitfalls Sales Operations leaders should be addressing before reps ever enter the field. The session also covers how to align compliance and logistics, eliminate last mile bottlenecks that impact productivity, and create a standardized playbook for rapid, repeatable onboarding and expansion.

Attendees can expect to gain actionable tips, valuable lessons, and compliance-focused strategies they can put to work right away. This session is perfect for Sales Operations, Sample Operations, and Commercial leaders seeking a faster, simpler path to field readiness without adding extra operational complexity.

[Register for the Sharing Conference](#)

About the Sharing Conference

The Sharing Conference is the life science industry's premier compliance-focused event, uniting professionals across the pharmaceutical, biotech, and medical device sectors to exchange insights, uncover ideas, and strengthen their expertise. We are committed to helping our community stay ahead of the industry's ever-evolving regulatory landscape, ensuring compliance professionals are well-prepared to play their part in securing a safe and effective drug supply.

[Learn More](#)

Room Block Information

We're pleased to offer a discounted room block rate of \$199/night (plus tax) at the Princeton Marriott at Forrestal. This special rate is available 2 days before and 2 days after the conference. Book your room by Monday, September 21, 2026 to lock in the rate and make the most of your time at the conference.

[Book Your Room](#)

Or call 1-800-228-9290 and mention the 2026 Sharing Conference.

Bring Your Team

When three people from the same pharmaceutical, medical device, or biotech company register, a fourth may register for **FREE**. Pass this along to your colleagues to maximize your team's training budget and conference experience. Contact mail@sharingalliance.org for details.



Vendors that provide commercial operations and/or compliance services to the life sciences industry must purchase a booth package to participate in the Sharing Conference. Please visit the [exhibitor page](#) on our site for more information.



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