**About the business and the role**

**Company** **-** We are a Global Business leading the market with Australian made and owned dental restorative products and small equipment. Founded in 1972, SDI products are now distributed in over 100 countries throughout the world. Our global head office and manufacturing plant is located in Melbourne with overseas branch offices and warehousing in the USA, Brazil and Germany.

**Job tasks and responsibilities**

**Role -** We are seeking 2 highly professional, passionate and vibrant people with a strong determination to succeed, to join our rapidly growing business in Sydney NSW. This opportunity will ideally suit someone with a solid dental background, 3 or more year's sales experience combined with a proven track record of achieving sales targets. We are seeking high achievers willing to learn, in order to exceed client expectations.

**Opportunity -** We will support the successful candidates with customised sales and product training, an attractive salary package to suit experience and long term career progression opportunities, locally and overseas.

**Skills and experience**

**Responsibilities include but are not limited to**:

* Increasing sales of SDI products within an existing sales territory to achieve direct and distributor sales targets.
* Client/account management and lead generation with a consultative sales approach to develop client business relationships and sales.
* Oral presentations and demonstrations to dentists and dental teams promoting the clinical benefits of SDI products.
* Assisting our distributor through building relationships with their sales management, marketing management and sales representative teams.
* Training distributor's sales representatives to sell SDI products.
* Co-travel with our distributor sales representatives to dental clinics.
* Visit dental schools, universities and government hospitals to educate and promote SDI products.
* Attend regional and national trade shows and functions.

**For a successful application, the following is essential**;

* Either dental or sales experience (Dental experience preferred)
* Tertiary Level Education
* Aligned values – passion, accountability, respect, teamwork and innovation
* High level of self-motivation and a positive mental attitude
* Exceptional planning, problem solving and organizational skills
* Ability to build strong relationships with internal and external clients
* Developed self-leadership skills; strong negotiating skills

Please send your applications to jobs@sdi.com.au or Melissa.Mederi@sdi.com.au