**• Regional Manager – NSW & QLD**

**• Dental Consumable Sales • Competitive Remuneration • Full Time Position (Permanent)**

**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.

**Role -** We are seeking a highly professional, passionate and vibrant person with a strong determination to succeed to lead our NSW and QLD sales team. This opportunity will ideally suit someone with a solid dental backround, 5 or more years’ sales experience managing a successful territory with a minimum of 2 years’ experience of successful sales management preferred. We are seeking a high achiever who is able to support a sales team to drive sales and exceed client expectations.

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

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

* The management and overseeing of the NSW and QLD SDI Sales Territory Managers in order to attain/exceed direct sales targets.
* The management and overseeing of sales channel business partners in order to attain/exceed wholesale and retail sales targets.
* Key Account Management – liaising with Territory Managers and the National Sales Manager and directly working with strategic corporate, government and dental school accounts located in NSW and QLD, to drive sales on a local and national level. Key Accounts include but are not limited to:
  + Multi-practice clinics of 3 or more geographically located clinics that may have multi-state or national coverage.
  + Government community clinics and dental hospitals
  + University and Tertiary Dental Schools
* The development and implementation of the regional sales and marketing plan in accordance with the national sales and marketing strategies.
* Conducting work in a safe manner and demonstrating a strong commitment to SDI’s values of passion, accountability, respect, teamwork and innovation.

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

* Minimum 5 years’ sales experience managing a successful territory with a minimum 2 years’ successful sales management preferred
* A sound understanding of the sales process
* A current Australian or New Zealand driver’s license is required.

**It is highly desirable that the candidate also possesses:**

* Tertiary Level Qualification - in Business, Sales, or Dental Science would be highly desirable
* Established network within the dental industry exhibiting maintained ongoing relationships with dental professionals would be highly desirable

Please send your applications to [jobs@sdi.com.au](mailto:jobs@sdi.com.au).