



Title	Territory Sales Manager
Position reports to	Regional Manager
Employment Type	Full Time

Summary of Role

- The Territory Sales Manager is responsible for generating sales within their territory.
- Build business relationships with dealer reps and dental office staff, as well as dental schools and small group practices.
- Conducting work in a safe manner and demonstrating a strong commitment to SDI's values of passion, accountability, respect, teamwork and innovation.

Specific Responsibilities

- Achieve or exceed monthly, quarterly, and annual sales targets
- Educate and promote SDI products and their clinical application to distributor sales teams and dental clinicians via sales meetings, group presentations, trade shows and co-traveling.
- Work with SDI's existing distributor management and marketing to increase sales
- Co-travel and detail product with existing distributor's sales team to dental offices.
- Cold and warm calls to promote SDI products to dental clinicians
- Work with Universities, other dental education programs and government agencies to increase sales
- Plan marketing and promotional events for the territory to increase sales
- Actively staff dental trade shows, distributor meetings, professional dental society meetings and clinical education programs to grow sales
- Daily utilization of CRM, including sales calls and territory planning

Key Relationships (internal and external)

- Regional Managers
- Dealer Reps
- Local Dealers – Manager and CSR's
- Dental professionals
- Local KOL's
- Dental School Staff

Job Environment

- The position is located within the given territory – ideally in the city where the highest sales are generated.
- Working hours: Weekdays and weekends during certain events i.e. tradeshow, CE programs
- Local, interstate and international travel as required.

Essential Qualification/ Experience

- Bachelor's degree
- Proven outside B2B sales success/capability
- Dental experience desirable



Essential Skills, Knowledge and Attributes

Personal Qualities

- Comfortable making cold and warm calls
- Successful planning and implementation skills
- Positive and enthusiastic attitude
- Communication Proficiency
- Proven presentation and communication skills
- Problem solving abilities
- Self-Motivated
- Resilience

Knowledge and Skills

- Computer literate – Microsoft Office, Excel, ACT or other CRM's
- Comfortable with social media