**• Sales Product Specialist – NSW (Southern Suburbs & ACT) • Dental Consumable Sales • Competitive Remuneration • Maternity Leave Position - (Contract)**

We are seeking a highly professional person to join our rapidly growing business in Sydney NSW, to work on a full time basis for a limited maternity leave contract. This is a unique opportunity for a dedicated sales professional to increase sales of SDI products via established selling channels in a specified territory during a maternity leave period.

The position may suit a professional sales person familiar with the dental industry, wanting to re-enter the workforce or a qualified hygiene, therapist or dentist interested in starting a career in sales.

 As Territory Manager, you will be responsible for client/account management, lead generation and achieving sales targets in an existing sales territory. An extensive network within the dental industry would be favourable. Product knowledge of dental restorative materials and dental terminology is preferred and further product training will be provided for the successful person.

We are seeking an individual who is passionate about working with dental professionals, is highly motivated to succeed and has the ability to understand client needs and meet and exceed their expectations.

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

* Increase sales of SDI products within the territory according to a predetermined budget for both direct sales and distributor sales
* Consultative sales approach to develop client business relationships
* Oral presentations and demonstrations to dentists and dental office personnel to promote the benefits of using SDI products
* Call on and assist our distributor and build relationships with their sales & marketing teams
* Visit dental schools, universities and government hospitals to educate and promote SDI products
* Train distributor's sales representatives to sell SDI products to their customers
* Co-travel with distributor sales representatives
* conduct work in a safe manner and demonstrate a strong commitment to SDI’s values of passion, accountability, respect, teamwork and innovation
* Attend regional and national trade shows and functions

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

* Either dental or sales experience
* High level of self-motivation and positive mental attitude
* Determination to succeed
* Exceptional planning and organizational skills
* Problem solving ability
* Ability to build strong relationships with internal and external clients
* Developed self-leadership skills; strong negotiating skills

**The following is highly favourable:**

* Tertiary Education Qualification in Hygiene, Therapy or Dentistry
* A sales professional with proven ability to meet sales targets in the dental industry
* A sound understanding of the sales process with a proven track record
* Established network within the dental industry exhibiting maintained ongoing relationships with dental professionals

An attractive salary package is offered for the right candidate and there may be further opportunity beyond the term of the current position for the right candidate. Please send your applications to jobs@sdi.com.au