**• Sales Product Specialist - Victoria (Bayside/SthEastern Suburbs/ Western Regional Victoria) • Dental Consumable Sales • Competitive Remuneration • Maternity Leave Position – (12 Month Contract)**

We are seeking a highly professional person to join our rapidly growing business in Melbourne, Victoria to work on a full time basis for a 12 month maternity leave contract. This is a unique opportunity for a dedicated sales professional to increase sales of SDI products via established selling channels in the 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 to build relationships with sales management, marketing management and sales representatives
* Train distributor's sales representatives to sell SDI products to their customers
* Sales presentations to our distributor
* Co-travel with our distributor sales representatives to dental offices
* Visit dental schools, universities and government hospitals to educate and promote SDI products
* Attend regional and national trade shows and functions
* Follow assigned marketing programs and plans
* Plan marketing and promotional events
* Extensive follow-up via letters, emails and lead mailings to both sales representatives and dentists
* Daily and weekly reporting of activities, competitor activity and future plans via CRM
* Recommend improvements and opportunities within the territory
* Travel both within and outside the territory
* Manage company personal expenses
* Any other such duties as may be assigned from time to time

**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
* 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