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| **Title** | **Sales Product Specialist** |
| **Position reports to** | **Sales Manager Australia & New Zealand** |
| **Positions reporting to this one** | **None** |
| **Employment Type** | **Full Time** |

# Summary of Role

The **Sales Product Specialist** is responsible for:

* + - * increasing sales of SDI products via established selling channels in a specified territory
      * client/account management, lead generation and achieving sales targets in a specified sales territory
      * conducting work in a safe manner and demonstrating a strong commitment to SDI’s values of passion, accountability, respect, teamwork and innovation

# Specific Responsibilities

* + - * 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 customer business relationships with direct dental accounts
      * Oral presentations and demonstrations to dentists and dental office personnel to promote the benefits of using SDI products
      * Call on and assist established dental dealers/distributors and build relationships with their sales management, marketing management and sales representatives
      * Train distributor's sales representatives to sell SDI products to their customers
      * Sales presentations to both our direct customers and our distributor sales teams
      * Co-travel with our distributor sales representatives to dental clinics
      * Visit dental schools, universities and government hospitals to educate, promote and sell SDI products
      * Effectively manage and grow key corporate accounts that exist within assigned territory in conjunction with the SDI sales management team and taking into consideration broader business strategies to uncover large opportunities
      * Attend regional, state and national trade shows and functions
      * Follow assigned marketing programs and plans
      * Plan and execute 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 with monthly summary reporting
      * 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

**Key Relationships (internal and external)**

* + - * Customers
* Key Customer Accounts
* Key Opinion Leaders / Lecturers
* Distribution Channel Partners – Sales and Marketing Teams
* National Sales Manager
* Marketing Product/Brand Managers
* Customer Service Team

**Job Environment**

* The role is field based sales within an assigned geographic territory with home office requirements
* As a salaried position working hours are not bound by normal business hours - whatever work is required in order to meet the demands of the role is expected
* Local, interstate and international travel as required.
* Occasional travel to Melbourne Head Office will be required.
* A company car including associated expenses, computer and mobile phone are provided as tools for the role.

**Essential Qualification/ Experience**

* Either dental or sales experience preferred
* Tertiary Education Qualification in Hygiene, Therapy or Dentistry is highly favourable
* A sales professional with proven ability to meet sales targets in the dental industry is ideal
* A sound understanding of the sales process
* Established network within the dental industry exhibiting maintained ongoing relationships with dental professionals
* A current Australian or New Zealand driver’s license is required

**Essential Skills, Knowledge and Attributes**

Personal Qualities

* + - * High level of self-motivation and positive mental attitude
      * Determination to succeed
      * Ability to work with a diverse range of people

Knowledge and Skills

* + - * 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