



POSITION DESCRIPTION

Title	Sales Manager – France
Position reports to	Sales Manager - Europe
Positions reporting to this one	Sales Representatives
Employment Type	Full time

Summary of Role

The Sales Manager – France is responsible for:

Managing the profitable sales of SDI's products, in accordance with the overall marketing plan and sales strategies for the country.

Conducting work in a safe manner and demonstrating a strong commitment to SDI's values of passion, accountability, respect, teamwork and innovation.

Specific Responsibilities

- Meets sales and expense targets both in short term and long term
- Directs the sales and marketing activities of SDI to achieve short- and long-term business objectives, increased profit and market growth
- Plans, controls and directs activities of the field sales force to obtain maximum sales volume
- Plans and directs marketing efforts in the region
- Maintains contact with major customers, industry or government bodies and key opinion leaders to achieve the business objectives
- Develops maximum potential volume from all markets for SDI's products
- Directs the constant appraisal of pricing and distribution and recommends changes
- Reviews and recommends volume and sales forecasts
- Ensures the establishment and maintenance of effective sales training programs
- Analyses and recommends all expense budgets for sales team
- Appraises the results and directs the reporting of all planned sales programs and objectives
- Reviews and improves the sales service function as required
- Other duties as required

Key Relationships (internal and external)

- Sales Manager – Europe
- Sales Representatives – France (who report to you)
- All dealers in your country or area.
- SDI Germany Head Office

Job Environment

Travel is expected to be approximately 50% overnight

Essential Qualification/ Experience

- 10+ years' experience in dental sales management
- Science, business or marketing university degree.



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POSITION DESCRIPTION

Essential Skills, Knowledge and Attributes

Personal Qualities:

- True leadership qualities
- Managerial experience at more than one level

Knowledge and Skills

- Ability to earn the trust of your employees
- Give regular feedback to all members of the team
- Get involved and build enthusiasm within the team

Employee
Signature: _____

Date: _____

Manager Signature: _____

Date: _____