



POSITION DESCRIPTION

Title	Territory Sales Manager
Position reports to	Regional Manager
Positions reporting to this one	None
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

- Achieves or exceeds daily, weekly, monthly, and quarterly sales targets
- Achieves or exceeds 30 Face to Face Calls per Week
- Educates and promotes SDI products and their clinical application to dental clinicians and distributor sales teams via sales meetings, virtual meetings, group presentations, trade shows and co-traveling
- Works with SDI’s existing distributor management and marketing to increase sales
- Co-travels and details product with existing distributor/s’ sales team to dental offices
- Schedules pre-set appointments and warm calls to promote SDI products to dental clinicians
- Works with universities, other dental education programs and government agencies to increase sales
- Plans virtual and hands-on CE programs to market and promotes events in their territory to achieve sales goals
- Attends and participates in dental trade shows, distributor meetings, professional dental society meetings and clinical education programs to grow market share
- Enters sales calls into CRM daily, including all sales calls, follow-up appointments and territory planning

Key Relationships (internal and external)

- Regional Managers and CSRs
- Dealer Representatives
- Local Dealer Branch – Managers and CSRs
- Dental professionals: Dentist, Hygienist; Office Managers and Study Clubs
- Local Key Opinion Leaders (KOLs)
- Dental School Staff: Directors; Purchasing and Researchers

Job Environment



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- 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. tradeshows, CE programs
- Local, interstate and international travel as required.
- Ability to travel overnight up to 50% of the time

Essential Qualification/ Experience

- College or Bachelor degree
- Minimum of 2 – 3 years sales experience in Dental/Medical/B2B with a proven success record
- Preference will be given to individuals with dental restorative sales experience

Essential Skills, Knowledge and Attributes:

Personal Qualities-

- Passionate, positive and enthusiastic attitude
- Ability to demonstrate and train on dental procedures
- Comfortable making cold and warm calls
- Successful territory planning and implementation skills
- Strong communication skills including oral and written communication
- Track record of achieving sales goals by working with Dealers and Distributor Representatives
- Problem solving abilities
- Self-motivated and Resilient

Knowledge and Skills-

- Strong Sales Skills: Relationship Building, Needs Analysis, Presenting, Handling Objections, Closing
- Computer literate – Microsoft Office, Excel, PowerPoint, CRM (Salesforce)
- Comfortable conducting Virtual Sales and Training Presentations
- Effective social media skills

Employee
Signature: _____ Date: _____

Manager Signature: _____ Date: _____