

## Osteogenics Regenerative Sales Specialist (Gulf Coast)

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Company: Nobel Biocare USA, LLC

Location: United States

Category: other-general

### Description

The **Regenerative Sales Specialist** is responsible for achieving or exceeding sales and service goals mainly in dental clinics, universities and/or government dental facilities within their assigned territory, through the effective selling and promoting of Osteogenics Regenerative products, solutions and services to existing and potential new customers within the framework of organizational policies and directives.

### **ACCOUNTABILITIES:**

Develop and implement a sales plan for existing and new customers, assess their needs and characteristics. Present appropriate, products, solutions and services.

Analyze and assess customer and territory sales trends. Plan sales activity based on territory needs to ensure that territory attains or exceeds assigned monthly, quarterly and/or annual sales goals.

Identify and maintain regular contact with prospective customers; develop and implement creative strategies aimed at converting these prospective customers from competition to a new customer.

Maintain regular contact with existing customers to strengthen relationships and ensure satisfaction with products, solutions and services offered; implement and monitor creative marketing activities aimed at expanding/growing core business.

Develop and maintain relationships with key influential thought leaders. Utilize these relationships to expand market share.

Develop and maintain accurate customer files and records in order to have complete up-to-date customer information, which can be shared among the (local) organization.

Report to the management about any product issues, loss or potential loss of key customers, or competitive sales strategies that negatively or positively affect local sales.

Study and stay informed on products, technologies, clinical studies, competitive activity, and other general information of interest to company or to customers. Apply this knowledge for your strategies and tactics to develop your commercial activity.

Act as a key expert/resource to the field sales team, customers, and non-customers.

Maintain a comprehensive knowledge of all company policies and procedures and demonstrate the ability to effectively implement them at the territory level.

Establish and maintain a travel schedule that will allow consistent contact with existing and potential customers. Schedule must follow sales plan and logical routing plan.

Manage assigned geographical territory within allocated expense budget.

Complete all administrative paperwork in a timely manner.

Participate in (inter-)national and local trade shows and company meetings as appropriate.

Support established educational programs when territory customers are attending.

Education managers may communicate with representatives when they are needed.

### **Job Requirements:**

#### **Minimum Requirements:**

Bachelor's degree is preferred; we will consider relevant experience in lieu of a degree

3-5 years of achievement-oriented sales experience; regenerative/biologics or dental implants highly preferred

Ability to travel within their assign territory

Valid driver's license and clean record; car allowance and mileage reimbursed through

Motus

Air travel covered by the company

**Preferred Requirements:**

Demonstrated ability to digest, to comprehend, and verbalize highly technical product and clinical information related to company and industry products. Demonstrated professional sales skills.

Strong verbal and written communication and interpersonal skills.

Basic to intermediate computer skills.

**Territory:**

The territory will cover Gulf Coast which includes: Florida, Alabama, Mississippi, Louisiana, Arkansas, Houston, Texas.

The ideal candidate should live centrally located within the territory in any of the major metro areas

#LI-RJ1

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**Target Market Salary Range:**

Actual compensation packages take into account a wide range of factors that are unique to each candidate, including but not limited to geographic location; skill sets; relevant education and certifications; depth of experience; performance; and other business and organizational needs. The disclosed reasonable estimate has not been adjusted for the applicable geographic differential associated with the location at which the position may be filled. At Envista, it is not typical for an individual to be hired at or near the top of the range for their role and compensation decisions are dependent on the facts and circumstances of each case. The total compensation package for this position may also include an annual performance bonus, medical/dental/vision benefits, 401K match, and/or other applicable compensation plans.

\$94,500 - \$121,800

**Operating Company:**

Nobel Biocare

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