

## Territory Sales Managers, Dental Pharmaceutical

We are seeking talented and experienced Territory Sales Managers to join our growing team. These are field-based positions with responsibility for achieving sales goals of our product within their assigned territory of the United States. Up to 60%+ travel is expected.

Territory 4 = TX, NM, OK	Territory 7 = MI, IN, OH
Territory 1 = NOR CAL, OR, WA, AK	Territory 2 = SO CAL, AR
Territory 11 = FL, GA, SC, NC	Territory 8 = NJ, CT, MA, RI, NH, ME
Territory 10 = VA, WV, PA, MD, DE	Territory 12 = WI, IL

### Essential Duties and Responsibilities

- Sell St. Renatus anesthetic product to: General Practice Dentists, Periodontists, Oral Surgeons, Pedodontists, Prostodontists, Orthodontists, Registered Dental Hygienists, Registered Dental Assistants, Laboratories, Dental Universities, Stocking Dealers, and Government Installations.
- Call on and meet with Dealer distributors; set up co-travel time with Dealer Reps to sell product to customers; educate Dealer Reps on our product and motive to sell when you are not with them.
- Make direct cold calls direct to dental professionals on days when there is no Dealer co-travel time.
- Evaluate and implement appropriate sales techniques to increase the region's sales volume.
- Educate Dealer customer service and telemarketing reps on our product and promotions.
- Represent St. Renatus and sell product at State and National Meetings (set up/tear down logistics.)
- Present at Sales Meetings, Lunch & Learns, Study Club product presentations to further promote and sell St. Renatus product.
- Keep National Sales Director and appropriate company staff apprised on industry facts/developments, competitive new products, industry movements, etc.
- Recommend product or service enhancements to improve customer satisfaction and sales potential.
- Achieve sales goals in addition to performance and administrative goals; complete daily reporting; complete and submit weekly expense reports in a timely manner.

### Education / Experience

- Requires a minimum of 2-3 years dental pharmaceutical product sales experience with a BA/BS degree in business, marketing, or related area or equivalent work experience.
- Anesthetic sales experience is helpful but not required.
- Strong relationship building skills to build and maintain rapport and confidence with colleagues, vendors, and others.
- Verifiable experience driving the sales process from plan to close while consistently meeting or exceeding targets.
- Proven ability to articulate the distinct aspects of dental products and position them against competitors.
- Demonstrated success in interpersonal skills including: active listening, oral and written communication skills to convey and track information and influence, inform or guide others and effectively negotiate sales is required.
- Must be able to set up effective and responsible communication channels using all forms of technology (phone, conference calls, webinars, small and large-scale meetings, etc.)
- Strong interpersonal skills to build team, collaboration and maintain positive rapport and confidence with colleagues, vendors and others. Ability to handle conflict or difficult interpersonal situations at all levels in the organization.

# St. Renatus

If you meet the minimum education & experience requirements and want to be considered for the position, please attach a current resume and cover letter connecting your experience to the posting and send to [recruiting@st-renatus.com](mailto:recruiting@st-renatus.com).