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Sales Representative

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Company: Straumann Group

Location: İstanbul

Category: other-general

JOB DESCRIPTION

Sales Representative

Location

Full-time

Company Description

We are Straumann. United for global excellence in dentistry.

Every vision has its story. Ours began more than 60 years ago. Since then, our innovations and achievements have become landmarks in dentistry worldwide. Straumann began as a family-owned institute, grew into a publicly owned holding, and today comprises several international companies around the world.

Straumann Group develop, manufacture, and supply dental implants, instruments, biomaterials, CAD/CAM prosthetics, digital equipment, software, and clear aligners for applications in replacement, restorative, orthodontic and preventative dentistry.

Culture

People and culture are the Straumann Group's greatest assets; they are the keys to high performance and sustainable success. The fundamental driver of this culture is the player learner mindset, which seeks to inspire and nurture in every employee.

Summary of position

Whilst Straumann is the market leader in dental implants, we are looking for talents to take part in our successful Implants Sales Team across the country. In this endeavor, the

Sales Representative will focus on gaining and new and developing existing customers for our Implant brands, generating case submission and production in their designated territory. He/she is responsible for generating new accounts from leads, converting competitive users, developing and growing existing providers, enhance customer loyalty and utilization rate through providing excellent service and supporting patient growth activities. This is a field-based role which requires travel on a day-to-day basis. The position holder is expected to perform at a high level with limited direct supervision, in other words, a self-starter.

In this role, you will...

Drive sales results for our Implant brands:

Establish, develop, and maintain business relationships with current customers and prospective customers to generate new cases and sales revenue. Make phone calls, virtual meetings and in-person visits to existing and prospective customers. Deliver sales presentation highlighting product/solution benefits, value proposition and competitive edge, to win new customers and grow share at existing customers. Develop and communicate clear and effective written proposals/quotations to existing and prospective customers. Follow through at least the first 3 cases of a new provider in the designated territory before shift to normal follow-up. Always keep close relationship with the “big fish” and KOLs. Train the clinic staffs, motivate them to actively engage in communicating our brands to patients when appropriate. Carry out patient growth activities such as “open house” and patient seminars. Supports in T&E activities for her/his customers such as study clubs and study circles. Act as a partner to providers. Analyze the assigned territory potential, identify opportunities, and craft personal sales strategy so that to allocate time and resources smartly, accelerate business growth and maximize Return on Time Investment. Report out account activities through sales funnel reporting as required, use sales dashboards to keep account visibility high. Use DoMo/Portal reports to follow up on cases and providers. Meet sales targets and other metrics set by manager on weekly, monthly, quarterly, and yearly basis. Develop growth and account plans for her/his core customers and core prospects to build reference customers and local “lighthouses”

Participate in trade shows and conventions as required.

Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising, and promotional trends.

Provide reports on customer needs, interests, issues, competitor activities and patient behaviors for new product development and service upgrade.

Attend and contribute to team and company meetings to stay up to date on relevant information.

Complete all required company training for this position and apply self-learning necessary for this role.

Continually work to increase knowledge of orthodontics, market trends, and company processes.

Know and communicate our Vision and Mission to understand the priorities of the team & company.

Other duties may be assigned, directed, or requested.

Proactive sales driven personality with hunter mentality.

Enthusiastic about providing excellent support & service, always customer centric.

Ability to build mutually beneficial relationships based on trust and respect.

Result-driven self-starter, entrepreneurial, and can-do mentality.

Excellent interpersonal and written communication skills.

Team player, motivational and personable personality is welcome.

Comfortable with travelling for business, can work independently and within a team.

Qualification and requirements:

To perform this job successfully, the position holder needs to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

Minimum 2 years of sales/account management experience required.

Orthodontics/Dental/Medical background is a plus.

Strong track record in sales/account management.

Solid presentation skills and language proficiency required for the assigned territory; excellent

English language skills required.

Ability to analyze data and generate reports on metrics defined by management.

Ability to read and interpret training documents, safety rules, and procedural documents.

Ability to apply common sense understanding to carry out instructions furnished in written, oral or diagram form.

Ability to prioritize customer needs and guide them to the correct product or service.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or disability.

Employment Type: Full Time

Alternative Locations: Turkey : Istanbul || Turkey : İstanbul

Travel Percentage: 0 - 60%

Requisition ID:13213

Equal Opportunity and Affirmative Action Employer (US applicants only)

Straumann Group is an equal opportunity employer and will not discriminate against any employee or applicant for employment on the basis of race, color, sex, sexual orientation, gender identity, religion, creed, national origin, age, veteran status, or disability unrelated to job requirements. Straumann Group will take affirmative action to ensure that qualified applicants are employed and that employees are treated without regard to their race, age, color, religion, sex, sexual orientation, gender identity, national origin, veteran and disability status. In compliance with U.S. Department of Labor Executive Order 11246, Section 503 of the Rehabilitation Act, and Section 4212 of the Vietnam Era Readjustment Assistance Act, Straumann Group has developed and maintains an affirmative action program and plan.

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