

TERRITORY SALES REPRESENTATIVE – US EAST REGION

<u>JOB TYPE:</u>	Full-Time
<u>SALARY RANGE:</u>	\$68,000 - \$70,000 per year
<u>FLSA:</u>	Exempt
<u>DEPARTMENT:</u>	Sales
<u>LOCATION:</u>	US East Region (GA, SC, NC, MD, DC, KY, WV, VA)

Reasonable accommodations may be made to enable individuals with protected disabilities to perform the essential functions of this position.

POSITION SUMMARY

Territory Sales Representatives, under the direction of the Director of Sales, and within corporate guidelines, sells VITA products and services in the field within an assigned sales territory to the end user/customer (Dentists, Denturists, Dental Laboratories, and other customers that may be assigned by the director of sales) with the goal of achieving an assigned sales quota. Sales generated from these efforts are both direct, and through dealer partners. Additional duties include management of territory, customer relations data, fiscal responsibility, educational and sales events, and occasional travel to key customers and events, working with assigned Inside Sales Representative, as well as other duties as assigned.

RESPONSIBILITIES

- Complete management of an assigned territory, with the goal of meeting or exceeding monthly/quarterly/yearly sales quota through customer visits, contact via phone and email, promoting and executing in-office educational programs as well as organizing outside educational events.
- Constant analysis of territory focusing on key customer relations, retention, customer loss vs new customers, customer product usage gaps vs opportunities, overall territory growth.
- Actively promote and identify qualified prospects for VITA educational events within the assigned territory, and work with Marketing and Events team on executing a set number of events per year.
- Identify and provide competitive market information, trends, and opportunities within the assigned territory, for marketing and sales activities.
- Effective partnership with assigned Inside Sales / Customer Service Representative, working as a team for the overall growth of the assigned territory.
- Assess each customer's capability, focus, and opportunity as it applies to the VITA product portfolio, creating and following up on leads, to convert to opportunities and ultimately to customers.
- Maintain customer account information, and opportunities, via daily updates with the assigned CRM (Badger) system, and Opportunity Funnel (Smartsheet).
- Competent understanding and usage of Sales Reports, Budget Reports, Sale Tools (Badger or Similar CRM)

QUALIFICATIONS AND SKILLS

- Minimum of 1–3 years sales experience with bachelor’s degree preferred.
- Excellent verbal, written, and communications skills.
- Must be results-oriented, assertive, and a self-starter who thrives in goal-oriented sales environment.
- Must be able to manage time effectively, while maintaining and growing business relationships.
- The job requires knowledge of basic math and percentages to write price quotes, total orders, and apply discounts.
- Possess a working knowledge of MS Office Suite (Word, Excel, Outlook and PPT), CRM, and ERP applications. Familiarity with FDA 21 CFR, Part 820, Quality System Regulation.

REQUIREMENTS

- Valid driver’s license and good driving record.
- Reliable transportation.
- Valid passport for international travel.

TRAVEL

- Up to 90% auto/airline travel within assigned territories.
- Up to 20% national or international travel for trade shows and educational programs.

PHYSICAL DEMANDS AND WORK ENVIRONMENT

While performing the duties of this job, this position regularly requires sitting when working at the desk, talking, and listening to employee and vendors; reach with hands, use of hands to finger, handle or feel objects when working on the computer, a calculator or office equipment. This position occasionally requires standing or walking to various departments. Repetitive wrist, hands, and finger movement for data entry. Specific vision abilities required by the job include close vision to read and decipher financial reports. The ability to adjust focus between documents and the computer. This position works in a normal office environment, in a cubicle, where noise level is usually low.

OTHER REQUIREMENTS

Self-directed problem-solving abilities on issues or solution finding and selecting the most appropriate course of action.

VITA North America is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws.