



Dental Sales Territory Manager

Company description

Andau Medical is a fast-growing boutique medical and dental device company that helps clinicians enhance their ergonomics through innovative products such as loupes, lights, and ergonomic devices. We enable clinicians to work a longer and healthier career in Dentistry and Hygiene.

We are looking for a driven salesperson that has an entrepreneurial spirit with a hunger for sales and support. Our Territory Managers are highly motivated to support our customers, get our products out to market, and collaborate as part of a fantastic team as they build their own business.

Job description

Andau is seeking a dynamic and energetic candidate to help develop our product lines and grow market share within the dental device industry in **California (San Francisco and Sacramento)**.

The ideal candidate will effectively manage all aspects of our B2B sales cycle.

- Networking & Lead generation
- Research and relationship building
- Lead Qualification
- Sales Education through demos
- Handling objections and closing sales
- Follow up & Support.

Responsibilities

- Representing Andau Products in dental clinics and dental school programs.
- Researching market, competitive landscape to identify how our products meets customers solutions and needs.
- Developing territory action plans through research, data analysis and feedback from the field.
- Maintaining and building customer relationships to ensure exceptional customer service and upselling solutions to increase your book of business.
- Gain in depth knowledge of products to conduct demos, handle objections and provide solutions and customer support.
- Achieving monthly sales quotas through implementing successful and consistent marketing and sales strategies.
- Attend and participate in sales meetings, training programs, conventions and tradeshow as directed by territory needs.

Requirements

- Positive and entrepreneurial attitude with a drive to meet sales goals.
- Above average communication and negotiation skills to confidently close sales.
- Team player, hard work ethic, and highly self motivated to work in completely independent environment and drive business.
- Someone who wants to own their own business and is looking for opportunity to get into dental sales.
- Experience in customer service and sales is an asset.
- Comfortable on CRM software and working in virtual Microsoft Team's environment.
- Valid drivers license with impeccable driving record is a must.

Andau provides.

- Earning potential of 6 figures with uncapped 100% commission role and generous commission structure.
- Flexible work hours and independence.
- Support and training
- Rigorous marketing campaigns
- Support with convention, tradeshow and events.
- We provide excellent opportunities for growth and learning, ensuring that work brings purpose and enjoyment to our team's life, all while having a work-life balance.