

Title: Systems Consultant for Scotland and Northern Ireland

Reports to: Director

Based at: Home based

Job purpose: To sell bredent five key therapies to clinicians placing 100+ dental implants a year, bredent's target market. To support dental laboratories working with those clinicians.

Pay and benefits details

- Basic salary according to experience + car allowance + iPhone/iPad/laptop
- Uncapped commission based on achieving territory objectives
- 20 days holiday + bank holidays + Christmas closure week-3 days

Territory

Scotland and Northern Ireland

Job description:

1. Communicate to bredent's current and target customers the merits of bredent's five therapies* with a view of achieving sales and growing market share
2. Competently present bredent's five therapies in a dental clinic/ dental Laboratory environment utilizing commercial skills and on-going product training knowledge
3. Support customers and colleagues in providing them with product information, advice on 'best practice' procedures, troubleshooting and enable them to find solutions to their problems
4. Inform customers and colleagues about medical/technical product developments and technique updates
5. Proactively create training and technical development opportunities for bredent's target customer group in your region of the UK
6. Actively promote bredent's medical/technical events and cooperate with the Head Office colleagues to ensure coordinated execution
7. Collate information on the dental market developments and current trends within your region, and broader if appropriate
8. In cooperation with the director and other sales colleagues plan sales opportunities of the business
9. The above is not an exhaustive list of duties and you will be expected to perform different tasks as necessitated by your changing role within the organization and the overall business objectives of the organization

*bredent five therapies – HELBO, SKY, Smart attachments, BioHPP and visio.lign

Personal skills:

- Minimum of five (5) years sales experience in the dental/medical field within the private sector or a qualification in Dental Technology with some sales experience Essential
- Education: dental or sales/marketing education, preferably both Essential
- Excellent English written and verbal communication skills Essential
- Strong understanding of customer and market dynamics and requirements Essential
- Strong financial acumen Essential
- Knowledge and experience of main Dental Implantology competitors Desirable
- Contract/commercial negotiation experience Desirable
- Proven experience in market analysis and understanding market needs Desirable

Personal aptitudes:

- Sales-driven with a focus on value-add solutions
- Strong sales record, enthusiastic personality and self-motivated
- High communication and inter-personal skills, assertiveness and responsiveness
- Ability to plan, lead and execute complex processes
- Persistent problem solving attitude
- Team player
- Great communication skills
- Strong sense of urgency and results oriented
- Independent and hard working
- Willingness to travel and work in a dynamic environment

In return we will:

- Provide you with full training and continuing professional support so you can succeed in your role and continue your professional development
- Provide you with a competitive salary and uncapped bonus structure
- Provide you with an outstanding opportunity to join one of the fastest growing dental companies in the UK dental market with a fantastic support team

Start date: ASAP