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# Example of Dental Sales Representative Job Description

Our company is growing rapidly and is hiring for a dental sales representative. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for dental sales representative

* Annually develop an individual business plan, providing a clear path to the attainment of profitable membership growth
* Assume singular responsibility for overall market results, balancing membership needs and profit levers
* Operate as the liaison (in cooperation with the aligned DSO) between the market’s sales team and the Dental Organization, reporting progress against plan, identifying gaps, and directing action to avoid future shortfalls
* Fulfill all perceived information needs expressed by GMs and SMs
* Make determinations as to proper use of limited resources, particularly in area of network recruitment and management
* Being the voice and being responsible to the market of the Dental integration Value Proposition
* Responsibility into all matrix partners through sales and implementation process of dental product
* Meet or exceed new business goals for assigned market
* Maintain visibility among brokers/consultants throughout the year
* Build collaborative partnerships by actively participating in local market management discussions (e.g., growth calls, local strategy development meetings)

## Qualifications for dental sales representative

* Dental or medical device sales preferred
* Reside in or around the Minneapolis/St
* Possess a valid driver’s license without a DUI/DWI conviction within the last three years for the province/state in which the sales person resides
* Understand competitive and market-level dynamics and implications
* Meet or exceed persistency goals for assigned territory
* By assimilating output from multiple operating systems, provide consultative support to our customers utilizing Dental Benefit Insight Reporting Tools