



Looking for a change in environment and to spread your wings and grow? We are looking for team members who do not want to spend their day behind a desk but more so to get involved. We are a dental laboratory that services several dental facilities for their patient restoration needs. Making the patients day with our quality work is the goal! At Dani Dental, you will learn skills within the many departments of our laboratory, experience hands on within a team environment and have fun!

We offer many **BENEFITS** from competitive wages based on skills, knowledge, and abilities Health Insurance Dental Insurance Vision Insurance Short Term disability Insurance Management & Training Opportunities Paid Time Off - Vacation and Sick Leave

So, if you are looking for a CAREER in a fun environment, please apply with us! We would love for you to be a part of the team!!

We are looking for individuals who are:

- Fun and have a great attitude
- Team focused
- Ready to learn
- Ready to lead and be lead.
- Accountable and take pride
- Supportive to all around them

We do not want:

- Negative attitudes

Responsibilities:

- Establish both annual and monthly sales objectives and strategic marketing plan
- Provide annual sales plan and quarterly updates with revisions and modifications
- Analyze sales statistics to determine business growth
- Coordinate the specific objectives of the sales plan with all functional departments
- Establish both market and target customer strategies for the company
- Monitor accounts receivable on a proactive basis with personnel
- Manage the needs of the company's customers to meet the objectives of the company

- Manage all field and in house sales functions of the company's facilities including field sales, inside sales and all customer support functions of the company.
- Manage the monthly and annual sales objectives for all sales department personnel, providing leadership to the day-to-day operations of the sales department
- Arrange personal visits with individual accounts and co-travel with sales personnel
- Establish compensation plans and oversee hiring, training and firing of personnel involved in sales and marketing.

Qualifications:

- Successful industry Sales experience with minimum 10 years
- Sales management experience with minimum 5 years
- Bachelor degree is required. MBA is highly desirable
- Confident Sales skills
- Strong verbal communication skills are essential
- MUCH HIGHER CONSIDERATION GIVEN TO CANDIDATES with experience in relational sales.
- Experience with Excel, Word, Outlook Required (MUST BE ON RESUME)
- Experience with CRM software is STRONGLY DESIRED
- Solid analytical skills
- Ability to think on feet and react to customer questions
- Business acumen / good grasp of basic business concepts
- Highly customer focused
- Strong leadership qualities both with customers and employees
- Proven ability to influence, develop and empower employees to achieve objective with a team approach.
- Strong motivational, innovative and interpersonal skills
- Highly efficient
- Ability to set policies, but remain flexible when customer conditions require

Dominique Payan | Human Resources Manager

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