

United Kingdom Jobs Expertini®

Digital Platform Territory Manager - Dental (West London, Reading, Oxford, Milton Keynes, St Albans)

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Company: Align Technology

Location: United Kingdom

Category: other-general

About this opportunity

The Align Digital Platform is an integrated suite of proprietary technologies and services delivered as a seamless end-to-end solution to customers, to transform smiles and change lives. With your commercial acumen, influencing and selling skills the Digital Platform TM will accelerate the adoption, and maximise the effectiveness, of digital dental workflows associated with all Align products including, iTero, exocad and Invisalign, to general dentists, through the application of comprehensive knowledge and expertise of our Digital Platform and of comprehensive dentistry. Your primary goal is to expand the Digital Platform by supporting customers to modernize practices and provide high-quality restorative, orthodontic and dental hygiene care to their patients. The successful candidate will join our smart, diverse and fast-moving team that is moving an industry forward, from analog to digital. The ideal candidate is located in the area of: West London, Reading, Oxford, Milton Keynes and St Albans. You will be managing the territory covering the following postcodes: TR, PL, TQ, EX, TA, BA, DT, SP, SN, RG, SL, WD, HA, UB, TW, NW, WC, W In this role, you will...

Manage a sales territory and be a business partner to your customers to modernize and grow their business including expansion of iTero intraoral scanners, exocad software and ultimate adoption of Invisalign clear aligners Plan and execute a territory sales plan, based on understanding the potential, nurturing and growing Invisalign CCAs at account level and actively prospecting and pursuing new iTero opportunities within the assigned territory. Use insights and a consultative selling approach to challenge and encourage your customers to

adopt new digital processes and tools Plan and execute a territory plan, based on understanding the potential in each account and actively prospecting and pursuing new iTero opportunities in assigned territory Partner with other Align sellers, clinical support, and dental laboratories within your territory to maximize customer experience and ongoing promotion of Align solutions In this role, you'll need ... Bachelor's degree and/or equivalent experience required Minimum of 4-6years of relevant dental sales experience required Experience can be outside business-to-business (B2B) sales experience or dental industry experience selling a medical device, capital equipment, dental, orthodontic, or other relevant combination of sales (inside or outside) and industry experience Knowledge of dental industry including implants, restorative and laboratories Demonstrable experience of portfolio and consultative selling techniques and customer relationship management Business & Marketing knowledge: Ability to have business discussions (Cash Flow Analysis, ROI, P&L) and asking the right business questions Proficiency with Microsoft Office applications. Experience with a CRM system, Salesforce preferred, and virtual communication platforms Proven track record of achieving sales goals Valid driver's license Willingness to travel in assigned territory and occasionally outside to attend meetings and events. Ability to meet the physical requirements of the position which includes lifting up to 40lbs Skills developed within 1 year... Expert knowledge of iTero, Invisalign and exocad products, digital workflows and the full Align value proposition Expert knowledge of comprehensive digital and restorative dentistry Expert selling abilities for iTero to non-Align and non-digital customers Advanced knowledge of clinical and associated dental lab workflows and dental office business model Advanced in establishing and maintaining dental lab relationships Advanced in Invisalign products and value proposition to bring iTero users to Invisalign Practice development (product utilization and Invisalign pathway for improved clinical and business outcomes) Technical understanding of iTero, exocad and ADP (Align workflow) Technical understanding of competitor scanners and workflows Ability to understand dental workflows and the fundamentals of clinical dentistry Proficient in selling and implementing Align products and services Development and support of ADP and the digital impression infrastructure

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