



At Clinical Research Dental (CRD), it is our mission to support, promote and teach better dentistry through the presentation of clinical seminars, workshops, and scientific research studies and to provide only clinically proven products to dentists throughout North America via a highly trained and skilled technical support staff.

CRD is a Canadian owned and operated 1st tier dental distributor who focuses on leading education, clinical excellence and innovative products. CRD specializes in Restorative, Cosmetic and Endodontic dentistry representing multiple exclusive industry leading brands in these speciality disciplines. CRD is a trusted authorized distributor of premium world class brands including: Ultradent, Clinician's Choice, Bioclear, 3M, Cosmedent, Triodent, Komet, SS White, Kuraray, Angelus and many more.

We have an immediate and exciting career opportunity for a full-time permanent Territory Account Manager (TAM) to join our team supporting the Quebec City/Montreal territory.

The Territory Account Manager (TAM) is accountable for developing sales and education within their assigned Territory consistent with strategic and corporate goals and values. The role includes all facets of territory management and is supported by a CE department, Product specialists, a dedicated local inside sales representative, customer service department and numerous other resources designed to put the customer's needs first. Your role would be primarily to build strong relations with customers and opinion leaders in your Territory, developing and implementing a business plan for your Territory, working closely with other staff and ultimately growing your Territory consistent with agreed upon targets.

The Responsibilities:

Sales and Education - Plan, develop and execute strategies to increase sales and company market share by exploring methods to expand the customer base in your Territory, cultivate new sales and marketing opportunities and grow current and new customer sales bases.

- Manage Territory by developing strong relationships with customers.
- Recommend, execute and monitor sales and strategies to increase market penetration.
- Coordinate implementation of business plan with Manager.
- Manage the attainment of sales objectives and goals within your Territory.
- Analyze and recommend sales promotion ideas, sampling requirements, promotion activities and other required tools and support needed (within reasonable budgets).

Detailed activities - Pro-actively participate in functions that are deemed important for you in developing your Territory including (but not limited to):

- Attend trade shows, lectures, seminars and hands-on courses both within your territory and outside as required by the Company.
- Make regular office visits to customers (expectation is 10 per day depending upon type of call, geographic area being covered, purpose of visit, etc.)

- Document and communicate interactions within our systems and review activity with management and teammates.
- Assist in getting registrants for courses in your area and have direct input into the number, type and scope of courses offered.
- Conduct presentations, demonstrations, and Module (lunch and learn) sessions for offices and study groups as appropriate.
- Technical troubleshooting and dealing with customer issues.
- Provide exceptional customer service and work closely with an internal sales/customer service person who will team with you to assist in this regard.

Training and Product Knowledge

- Active and ongoing participation in product, technique and sales training.
- Ongoing research of competitor products and the differences and critical selling features compared to our products.
- Continuous dental education training. We recommend you identify a few Doctors you can use as a resource in this regard in your local market.

Corporate Involvement - Participate constructively as a member of the sales team fostering goal achievement, team building, communication and joint problem solving.

- Regular communication with your Manager and other members of the sales team to ensure sharing of Best Practices.
- Continuously review Territory performance and make recommendations for improvement.
- Consistently follow and work within the guidelines of our Corporate Values.

Desired Qualifications and Experience:

- Post-secondary education in Business or equivalent combined with 5 years of proven sales success.
- Must have knowledge of restorative dental with established dental relationships in the territory.
- A record of innovation and a continuous/process improvement attitude.
- Strong consensus building skills: Leads and supports change; takes appropriate chances.
- Achieves business results, by taking action, achieving quality and focusing on the future.
- Demonstrates integrity and ethics; sets a personal example.
- Services customers by meeting their needs and focusing on customer satisfaction.
- Builds and develops partnerships through open lines of communication, values diversity.
- Professional sales knowledge and experience.
- The ability to work well and build co-operative relationships with people at all levels.
- Strong computer skills and ability to use technology to Company advantage.

Compensation:

A Compensation plan will be designed that is reflective of your experience, performance expectations and relationships that you bring to the role. We are committed to investing in your growth financially and professionally. We believe in realistic goals and positive teamwork to deliver first class education and clinical solutions to our loyal customer base. Our compensation package includes:

- Base salary
 - Quarterly commission levels - 4 levels
 - Uncapped direct overage commission accelerators
 - Annual Equipment bonus targets
 - Annual consumable focus bonuses
 - Revolving spiffs
 - Car allowance and Gas card
 - All hardware and plans you need to perform your role (phones, tablets laptops etc.)
 - Benefit package
 - RRSP matching
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To Apply:

Interested applicants encouraged to apply via email to careers@clinicalresearchdental.com and reference to job **"TAM"** in the subject line.

We thank all those who are interested in this opportunity. Only those applicants selected for an interview will be contacted.

Accommodations are available for applicants with disabilities throughout the recruitment process. If you require accommodation, please let us know at the time of contact.