



JOB DESCRIPTION

Position Title: Regional Sales Manager – Professional Dental Channel (Full Time)
Department: Professional Sales
Reports To: SVP Sales
Location: Continental United States – Remote

SUMMARY

GLO Science, an innovative, fast-paced, and quickly growing entrepreneurial teeth whitening and oral care company based in NYC, is seeking Regional Sales Managers for its Dental Professional channel who possess sales mastery and have a strong track record of sustained sales achievement.

Regional Sales Managers are empowered to own their assigned geography and approach it as a true general manager. The sales potential is unlimited in this 100% commission role and can be done from anywhere in the continental U.S.

RESPONSIBILITIES

- Achieve monthly, quarterly & annual sales quotas selling GLO Science Professional products to dental practices both in-person (local) and remotely via FaceTime/Zoom/Skype, etc.
- Consult for and provide guidance to professional dental customers to grow their GLO business
- Engage, leverage, and cultivate dental distributor representative relationships
- Generate and convert leads within territory
- Manage territory through Salesforce

SKILLS

- Consultative Selling
- Salesforce
- Territory Management and Growth

EXPERIENCE

Proven track record of sustained sales achievement and territory management. Dental industry sales experience a plus but not required.