

Innovative Solutions

Location: Northern Virginia

Job Type: Sales Representative

Base Pay: Entry Level

Required Education: 4 Year Degree

Bonus: Performance Based

Required Experience: Prefer 1-3 Years; B2B

Other: Travel Expenses

Required Travel: Northern Virginia Counties

Employee Type: Full Time Employee

Relocation: Possible

Industry: Healthcare – Health Services,
Dental Products, Dental Equipment

Description:

Our client is a Fortune 500 Healthcare Products Distributor that serves 70% of the dental practices in the United States, providing the most comprehensive selection of supplies and services in the dental industry. An intensive career development program will provide you with all the training, tools, solutions and support you need to be successful and become a management /business consultant to your customers.

As a Dental Sales Representative, you will be able to offer your customers the broadest range of products, services and solutions, including the latest equipment and dental practice management software. Your responsibilities will include: Developing and managing a specific field territory with the goal of building its customer base and increasing merchandise dental sales; conducting sales presentations with dental professionals within your assigned region; working closely with your Regional Sales Manager to meet defined call, sales and promotional objectives; fostering a “partner of the practice” image and promoting the various support programs that the company offers as the “full-service” provider to the dental industry; representing the Company at various dental trades shows, conventions, seminars, etc.

Requirements

The self-motivated candidate we seek will possess a Bachelor’s degree. [Note: Experience valued, 1-3 years outside account selling experience a plus.] The position requires continuous cold-calling and networking to penetrate new accounts. The desired individual must be highly motivated, charismatic and possess an entrepreneurial spirit necessary to build a loyal account base. The successful candidate will serve as the dental provider’s primary consultant and resource for running an efficient and profitable dental practice.

Other key factors for success include excellent time management and organizational skills combined with a strong work ethic and reliable transportation. If you possess these characteristics and desire an unlimited income potential in a stable and growing industry, this could be the career move you have been searching for!

Candidates must be able to travel to all parts of the specified region in the Northern Virginia area.

Compensation Package

The Company offers an initial base salary with eligibility for a performance bonus (after completing 3 months), followed by a lucrative “no cap” commission plan. A generous car allowance and approved business expenses are also provided. Comprehensive benefits include: Medical, Dental, Vision Care, Life Insurance, and a 401K with a generous company match. Opportunities for professional and financial growth are unlimited.

PLEASE SUBMIT YOUR RESUME TO: recruiting@innovative-solutionsgroup.com