



TERRITORY MANAGER - CLINICAL JOB DESCRIPTION

Job Title: Territory Manager – Clinical
Territory: Northern Ohio and Western Pennsylvania
Department: Sales
Reports To: Regional Manager

Position Summary

Kulzer, one of the world's leading dental companies for more than 80 years, is looking for an experienced **Territory Manager – Clinical** in Northern Ohio/Western PA to join our sales Department. In the role of **Territory Manager – Clinical**, you will be responsible to drive sales of Kulzer products and achieve budgeted sales goals within an established moderate-sized territory. The ideal candidate would reside in either Cleveland, OH or Pittsburgh, PA.

What We Are Looking For

Responsible to drive sales of Kulzer products and achieve budgeted sales goals within established moderate-sized territory. Ability to build and maintain trust, strong professional relationships and to understand the customer's needs. Effective use of customer and market data to plan and prioritize selling strategies and action plans to be influential with key dental professionals and related office personnel for increased sales and use of Kulzer products.

- Responsible to arrange, facilitate and provide training on Kulzer products through co-travels with distributor representatives, one-on-one presentations, group presentations, sales meetings and convention selling.
- Responsible to continually research to have an on-going comprehensive understanding of the Kulzer products, dental market segments, competitor products, industry trends, dental techniques, new products, promotional activity, and enhanced selling skills.
- Responsible to develop and maintain complete up-to-date records within the Company's systems and processes, while also maintaining an adequate working inventory of literature, stock packages and promotional items.
- Transactional selling skills, including cold calling, product demos, pitching, and a high degree of account management skills.
- Proven sales experience and documented success within a B2B selling environment.
- Overnight travel is required.
- Living in the described territory is required.



What We Offer

Kulzer offers an exciting work environment with flexible work/life balance schedules, competitive salaries, and superior benefits. Featured benefits include:

- Fair and competitive pay
- Premium benefits package including health, dental, vision, and supplemental insurance plans.
- Health savings account
- 401k with 100% company match of up to 5% of your pay.
- Excellent paid time off
- 10 paid holidays
- Medical opt-out benefit.
- Company paid long term disability, short term disability, and life insurance.
- Tuition reimbursement program
- Paid Training
- Referral bonus program
- Wellness Program including employee assistance program, gym reimbursement, and more!

Who We Are

As one of the world's leading dental companies, Kulzer has been a reliable partner for all dental professionals for over more than 80 years. Whether aesthetic or digital dentistry, tooth preservation, prosthetics, or periodontology – Kulzer stands for trusted and innovative dental products. With optimal solutions and services, Kulzer aims to support its customers in restoring their patients' oral health in a safe, simple, and efficient way. For this purpose, 1500 employees work in 26 locations in the field of research, manufacturing, and marketing.

Kulzer, headquartered in Hanau, Germany, with their North American offices located in South Bend, Indiana, is part of the Mitsui Chemicals Group. The Japanese Mitsui Chemicals Inc. (MCI) based in Tokyo owns 131 affiliates with more than 13,400 employees in 27 countries. Its innovative and functional chemical products are as much in demand in the automotive, electronics and packaging industries as in environmental protection and healthcare.

Both a medium-sized company and part of a major international corporation, Kulzer combines the best of both worlds, with reliable jobs, diverse tasks, and exciting creative freedom.

If your goal is to work for a company that provides a great work-life balance, exceptional benefits package, and great pay... submit your resume and salary requirements today to: hr-department-kna@kulzer-dental.com.

We are an Equal Opportunity Employer.