



KULZER
MITSUI CHEMICALS GROUP

TERRITORY MANAGER I - LAB JOB DESCRIPTION

Job Title: Territory Manager I – Lab
Territory: (WA/OR/ID/Northern CA/AK/WY/MT)
Department: Sales
Reports To: Regional Manager
Prepared By: Human Resources
Status: Exempt
Date: 03/2024

Position Summary:

Responsible for driving sales of Kulzer products and achieving budgeted sales goals within established 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 dental lab customers, dealers, and other key lab partners for increased sales and use of Kulzer products.

Essential Duties and Responsibilities:

- Responsible for arranging, facilitating, and providing training on Kulzer products through co-travels with distributor representatives, one-on-one presentations, group presentations, sales meetings, and convention selling.
- Responsible for continual research to ensure an ongoing, comprehensive understanding of Kulzer products, dental and laboratory market segments, competitive products, industry trends, dental techniques, new products, promotional activity, and enhanced selling skills.
- Responsible for developing and maintaining complete up-to-date records within the Company's systems and processes, while also maintaining an adequate working inventory of literature, stock packages, demo equipment, and promotional items.
- Responsible for providing timely reports to members of the Sales Management Team relating to sales and marketing information, sales funnels, competitive activities, new product ideas, promotion improvements, and technical inquiries as assigned.
- Responsible for collaborating with the Regional Manager, Key Account Manager, and clinical representative to provide a comprehensive dental and laboratory offering to our customers.
- Responsible for following Company practices, policies, and procedures to maintain compliance and integrity within the territory and customer base.
- Responsible for other duties as assigned.

Qualifications / Skills:

- Proven sales experience and documented success within a B2B selling environment
- Proficiency in building ongoing relationships across a longer selling cycle within a lab environment
- Skilled in navigating obstacles and getting to decision-makers
- Proven success in closing skills
- Consultative & transactional selling skills, including cold calling, product demos, pitching, and a high degree of account management skills
- High energy and coachable
- Strong presentation skills
- Overnight travel is required
- Must possess a valid driver's license.

Education and/or Experience:

- Bachelor's degree in Business or Science preferred
- 3 years of outside Medical Device or Pharmaceutical Sales experience preferred
- Experience within a dental lab/CDT preferred

Physical/Mental Requirements & Working Conditions:

Employees/applicants may not pose a direct threat or significant risk to the health and safety of themselves or others. The employee must be able to meet the following requirements with or without the use of prosthetic devices and/or reasonable accommodation.

- Frequent use of hands, walking, sitting, talking, hearing, and repetitive motions required.
- Occasional reaching, kneeling, standing, pulling, lifting, grasping, feeling required.
- Requires the ability to lift up to 25 pounds occasionally and up to 10 pounds frequently.
- Requires the ability to see things clearly at 20 inches or less, as is common in visual inspection or computer work.
- This position is not substantially exposed to adverse working conditions. Adherence to universal precautions is required.

Travel:

This position requires 25-40% travel. Frequently travel is outside the local area and overnight.

Every effort has been made to make this job description as complete as possible. However, it in no way states or implies that these are the only duties or requirements of the job. The omission of specific statements of duties, responsibilities, or expectations does not exclude them from the position.