



KULZER
MITSUI CHEMICALS GROUP

TERRITORY MANAGER I - CLINICAL JOB DESCRIPTION

Job Title: Territory Manager I – Clinical
Territory: Louisiana and Texas (Houston, San Antonio, & Austin)
Department: Sales
Reports To: Regional Manager
Prepared By: Human Resources
Status: Exempt
Date: 3/2024

Position Summary:

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.

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 continually researching to have an ongoing comprehensive understanding of the Kulzer products, dental market segments, competitor 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, and promotional items.
- Responsible for providing reports to members of the Sales management team relating to sales and marketing information, competitive activities, new product ideas, promotion improvements, and technical inquiries as assigned.
- Responsible for following Company practices, policies, and procedures to maintain compliance and integrity within the territory and customer base.
- Responsible for collaborating with the Regional Manager, Key Account Manager, and other Territory Managers to provide a comprehensive dental and laboratory offering to our customers.
- Responsible for other duties as assigned by supervisor.

Qualifications / Skills:

- Proven sales experience and documented success within a B2B selling environment
- Proficiency in building ongoing relationships; preferably with dental clinical professionals
- Skill in navigating past gatekeepers and getting to decision-makers.
- Proven success in closing skills
- Transactional selling skills, including cold calling, producing demos, pitching, and a high degree of account management skills.
- High energy and coachable
- Overnight travel is required
- Living in the described territory 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 sales experience preferred

Travel:

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

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.

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.

