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Objective: Looking for a position of a Dental Sales Manager with a reputed Dental equipment firm, where I can enhance my knowledge of the dental field and grow professionally.

Experience:

2009 to Present	Deans Dental Equipment <i>Dental Sales Manager</i>	New York
	<ul style="list-style-type: none">◇ Managed and coordinated daily sales activities.◇ Directed staffing, training and performance evaluations in order to develop and control sales program.◇ Coordinated sales distribution by establishing sales territories, quotas and goals.◇ Advised dealers, distributors and clients concerning sales and advertising techniques.◇ Trained and managed a team of 10 dental sales executives, resulting in significant improvements in their productivity.◇ Assigned sales territory to sales personnel.◇ Analyzed sales statistics in order to formulate policy and to assist dealers in promoting sales.◇ Reviewed market analyses in order to determine customer needs, volume potential, price schedules and discount rates.◇ Developed sales campaigns in order to accommodate goals of company.◇ Directed product simplification and standardization to eliminate unprofitable items from sales line.◇ Represented company at trade association meetings to promote product.◇ Coordinated liaison between sales department and other sales-related units.◇ Analyzed and controlled expenditures of division in order to conform to budgetary requirements.◇ Assisted other departments within establishment to prepare manuals and technical publications.◇ Prepared periodic sales report showing sales volume and potential sales.◇ Directed sales for manufacturer, retail store, wholesale house and other establishment.◇ Directed product research and development.	

- ◇ Recommended and approved budget, expenditures, appropriations for research and development work.

3/3/2005
to 3/3/2009

Martinsdale Dental Instruments & Equipment

New York

Sales Representative

- ◇ Sold medical and dental equipment and supplies to doctors, dentists, hospitals, medical schools and retail establishments.
- ◇ Studied data describing new products to develop sales approach.
- ◇ Compiled data on equipment and supplies preferred by customers.
- ◇ Advised customers of equipment for given needs based on technical knowledge of products.
- ◇ Provided customers with advice in such areas as office layout, legal and insurance regulations, cost analysis and collection methods to develop goodwill and promote sales.
- ◇ Utilized knowledge of products sold.
- ◇ Compiled lists of prospective customers for use as sales leads, based on information from newspapers, business directories and other sources.
- ◇ Traveled throughout assigned territory to call on regular and prospective customers and to solicit orders.
- ◇ Quoted prices and credit terms and prepared sales contracts for orders obtained.
- ◇ Estimated date of delivery to customer, based on knowledge of own firm's production and delivery schedules.
- ◇ Prepared reports of business transactions and kept expense accounts.

Education:

Sunnydale High School

New York

High School Diploma

2001

State University of New York

New York

Bachelors of Commerce

2005

State University of New York

New York

Masters of Business Administration

2008

References: Available upon request