

Territory Sales Manager – Invisalign

Fixed Term Contract



The Role:

Reporting to the Business Manager, the Territory Sales Manager will work with the Invisalign Team to deliver sales growth, build relationships with all business partners and identify and develop new profitable opportunities, whilst increasing market share. They will engage with our customers to ensure we understand their needs. An important part of this role is to provide excellent support to customers.

While PEI has a 32-county focus, your primary responsibility will be Leinster and Connaught.

The Company:

Named a “Great Place to Work” for 2021, PEI is a leading medical and surgical sales, marketing and distribution company. PEI’s product portfolio includes major brands from world class manufacturers such as DePuy Synthes, Boston Scientific, Ansell and ResMed. This is an exciting opportunity to work for a company whose focus is in developing its people and ensuring they are equipped to provide service solutions to its customers.

PEI is committed to delivering a first-class service and our customer is at the centre of everything we do. This focus together with its detailed product expertise ensures the provision of unrivalled customer care and excellent on-going product support, which have become synonymous with the PEI brand. Our culture creates an environment of collaboration, innovation and trust.

The Person:

- Individual who is motivated by pursuing ambitious commercial targets
- Self-starter who operates autonomously and is prepared to invest extra energy to achieve goals
- Ambitious business development professional who enjoys prospecting; uncovering new opportunities and converting customers
- Commercially astute and experienced sales professional who sees their long term career in business development
- Strong sales performance track record
- Excellent interpersonal skills
- Essential to have a ‘can do’ attitude and be autonomous in ability to carry out the role
- Team player focused on achieving individual and shared commercial goals
- A clean, full driving licence

Basic Requirements:

- You will have a relevant Business/Sales and/or Clinical qualification
- Strong customer focus and ability to build lasting customer relationships
- Ability to work on own initiative whilst being part of a team, self-motivated with a desire to succeed
- Excellent communication skills
- Good negotiation skills
- Attention to detail is essential
- Ability to solve problems
- Good computer skills, Excel, Word, Outlook
- Flexibility and adaptability is essential
- The capacity to multitask.

Competencies:

- Self-Management – strong personal organisation skills. Is highly organised. Takes a planned approach. Is systematic in approach
- Commercial Acumen - Displays ability to recognise commercial opportunities. Negotiates win win arrangements with customers in line with sales plan. Uses sales playbook to create commercial opportunities. Understands commercial maths
- Target Oriented – prioritises achievement of clearly defined sales/commercial targets. Maintains focus over the longer term. Maintains self-confidence and focus in the face of setbacks
- Competitive: Likes to win. Is motivated by opportunities to outperform others or clinch deals
- Professional Selling Skills: demonstrates a proven track record of consistent application of recognised professional selling methodologies to develop significant business relationships and to nurture and grow these over a sustained period

Key Behaviours:

- Energised by opportunities to achieve stretch commercial targets
- Measures professional success in commercial terms
- Displays persistence and resilience in going after targets. Does not take rejection personally
- Displays a high energy approach
- Is self-motivating and displays a strong personal work ethic
- Team player who is energised by working in a tight team focused on shared commercial goals
- Can provide examples of key business relationships/accounts grown from cold and developed into significant accounts over time

Responsibilities:

- Responsible for achieving the sales revenue performance in defined territory
- Identify and engage in local, national and international marketing activities to drive and support the PEI strategy
- Operate at all times in a way that maintains a positive customer perception of the PEI brand
- Liaise and cooperate with all departments
- To be accountable in partnership with PEI for your own personal development and to be proactive in seeking opportunities for your own development
- Work in conjunction with Align Technologies (UK) to build the Invisalign brand and business in Ireland through activities such as - Customer programmes / educational activity / Invisalign website - Trade and Consumer Marketing campaigns
- Establish relationships with key Orthodontists and work with these customers to build a referral base of orthodontists identifying and working with Key Opinion Leaders
- Provide technical / product support to customers
- To comply with health and safety responsibilities as outlined in the company's health and safety statement at all times.
- Achieve Invisalign case targets such that the minimum targets in the agreement are exceeded
- Accurately maintain customer database, ensure all systems are accurately updated at all times
- Provide timely and accurate reports of sales & marketing activity
- Actively work to achieve your personal and team objectives
- Represent PEI at trade shows
- Any other duties as may be required

PEI Compensation Package:

To apply for this position, please send your C.V. and cover letter to hr@pei.ie, and include the job title and your name in the subject line of your email.