

## Job Posting: Dental Lab Sales Representative-Ohio



### Morse Dental Laboratory, Inc.

Morse Dental Laboratory Inc. has been in business for over 25 years and offers world-class removable dental products. We are known for building strong and trusted relationships. We work closely with our doctors and their staff to help make certain we satisfy you and your patients. We're a team that is dedicated to exceeding your expectations in both quality and service. Our employees enjoy a casual work environment, opportunities for development and a real opportunity to make a difference.

### Dental Lab Sales Representative, Ohio Region

**[Part Time- Telecommute may be possible with some In-Person responsibilities in Fairport Harbor, Ohio.]**

In collaboration with the Office Manager, the Dental Lab Sales Representative will focus on generating new business opportunities within the local market while managing the inbound lead flow. We're looking for a seasoned energetic sales representative who will both generate new sales as well as manage existing customer/partner relationships.

Key responsibilities include:

- Develop solid business relationships with new or existing customers.
- Make outbound calls to prospects & visit dental offices.
- Must be able to develop a list of prospects and utilize selling skills to generate new business and cultivate sales growth amongst these new customers.
- Must maintain product & dental lab knowledge.

Successful candidates will have:

- 3-5 year strong track record in sales.
- Experience in dental field is a must! Dental lab preferred!
- Must have prior dentist contacts.
- Individual should be comfortable selling over the phone and in the field.
- Ability to quickly qualify potential customers & proven ability to follow through and close deals. Strong telephone & presentations skills.
- Excellent leadership, interpersonal, communication, management and organizational skills.
- Self-motivated and comfortable with minimum supervision.
- Must have a valid driver's license (background check will be performed).
- Must not be contractually precluded from entering into an agreement that will violate any other contract or arrangement you may have with another company, entity or individual.

**HOW TO APPLY**

Applicants should send a resume and cover letter outlining how they meet the specific requirements of the position to [PMorse@MorseDentalLab.com](mailto:PMorse@MorseDentalLab.com).

While we sincerely appreciate all applications, only those candidates selected for interview will be contacted.