

## **Territory Manager – Houston, TX**

Isolite Systems, a rapidly growing, privately held Goleta based medical technology company is looking for a Territory Manager to join our Commercial Team. Specializing in dentistry, Isolite Systems is the pioneer of innovative solutions that make the dental experience easier, faster and safer for dental professionals and their patients.

As a Territory Manager (TM) you will directly manage the company's relationship with prospects and customers within their assigned territory. The TM is responsible for converting prospects to customers, and maximizing annual revenue from existing accounts within assigned territory. The TM is also responsible for a quarterly quota of system/device sales and product adoption success.. The TM is responsible to:

- Manage relationships with prospective customers within assigned territory, through use of consultative sales techniques and achieve sales plan.
- Use best efforts to maximize ongoing revenue from customers by encouraging product implementation and utilization.
- Enhance Marketing and Sales efforts through nurture and support of special relationships, and informing management of market activities.
- Collaborate with management to develop annual strategic plan and operating budget for territory
- Perform other functions to support company interests, as directed by management.

### **Preferred Traits and Abilities:**

- Ability to consistently achieve results to high personal and professional standards
- Ability to manage an expense budget to plan
- Ability to communicate clearly with prospects, customers, and co-workers
- Strong attention to detail, and consistent diligence in maintaining accurate records
- Strong time management and organizational skills
- Unwavering ethical conduct, exceptional work ethic, solid self-image, and high level of self-motivation.
- Excellent verbal and written communication skills
- Ability and willingness to travel outside of home geographic territory on a quarterly basis as needed

### **Qualifications (Knowledge and Experience):**

- Three to five years' experience with field sales, previous dental experience preferred
- Excellent verbal and written communication skills

- Business math skills required, such as calculating discounts, percentages, pricing and ROI for customers required
- Demonstrated competence and familiarity with MS Office Suite, including Outlook, Word, and Excel
- Professional experience with a dental office environment preferred
- High School graduate or equivalent required
- College degree preferred

Isolite Systems designs innovative, ergonomically efficient products that help dental professionals work faster with less stress and fatigue. Our award-winning product has won numerous honors and the support of dentists nationwide. As we grow and expand our product offerings, we are seeking professional, enthusiastic, and self-motivated team players to be part of our dynamic team. We offer competitive salaries and benefits, and a great work environment.

Isolite Systems is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age, disability, or Vietnam era, or other eligible veteran status, or any other protected factor.

Isolite Systems is not accepting unsolicited assistance from search firms for this employment opportunity. Please, no phone calls or emails. All resumes submitted by search firms to any employee at Isolite Systems via-email, the Internet or in any form and/or method without a valid written search agreement in place for this position will be deemed the sole property of Isolite Systems. No fee will be paid in the event the candidate is hired by Isolite Systems as a result of the referral or through other means.