

Our People – Why I work at Dentsply



Cheryl Borgmann

Territory Manager

1. What are you currently working on that you find particularly interesting and/or stimulating, and how do you think it contributes to DENTSPLY's success?

Every day is different, I get to deal with great customers, I get to be challenged daily with different issues at hand. Learning the new essix line of products at a more in-depth level, allows me to sell more product. Its been interesting to learn more about this line and its capabilities. A more knowledgeable sales person has more opportunities to sell that product because of this knowledge.

2. What are some of your favorite things about Dentsply Canada?

I have a great western team I get to deal with regularly.

3. How do you contribute to building Dentsply Canada's High Performance Sales Driven culture?

I work hard at the One Dsp initiative every day, including ch.side items referenced in each of my calls. I work closely with my Western team keeping them in sync with what lab is up to and try to ensure I am aware of what's happening ch.side

4. What developmental opportunities have you had opportunity to participate and experience in your time with Dentsply? How has this helped you in achieving your personal goals?

Lots of training on product and how to be a better more efficient & proficient sales person. These qualities carry over into my daily life and allow me to develop myself in more ways.