

## Our People – Why I work at Dentsply



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Sales - Product Specialist

### **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?**

As part of my career development with Dentsply Canada, I currently facilitate Dentistry 101 to any new hires that come on board. Although job #1 for me is sales, I find this role very stimulating and worthwhile. Because after all, the better you understand Dentistry, the better you will understand why we make the products. I truly believe knowledge is power and if I can influence and motivate each person to do their job better – than I know that I have contributed to Dentsply Canada's success!

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

When you walk through our head office doors, you quickly are greeted with familiar faces. I like that we are small enough to be able to speak to the right individuals when we need something done – we have an "open door" policy. Yet, because we fall under the huge Dentsply International umbrella, we get the support and guidance that is sometimes needed from the US.

We are the leaders in Dentistry!

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

I come to work every day with the understanding that my job is to sell more Dentsply products, profitably! I work hard and take calculated risks in order to take advantage of opportunity.

I run my territory, like I own it!

### **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?**

Coming into Dentsply in 2006, I strictly had a clinical background. I knew the products and the company well, but didn't think I had the "sales" in me. Dentsply has allowed me to gain the confidence and the knowledge in order to sell their products. With on-going career development courses, I have become a well respected and trusted advisor to my dental offices, dealer reps and colleagues.