

Our People – Why I work at Dentsply



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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?

Working with institutions, particularly with dental schools. This is exciting for two reasons: #1 helps growing my and Dentsply's business today, and #2 facilitates shaping the future of dentistry, by providing students with the opportunity to experience high quality of our products through hands on workshops and education programs, and as they enter the workforce or start up their own practices, continuing to use our products.

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

Dentsply Canada is a team of great people! From my colleagues in the field, to associates in the Woodbridge office supporting our efforts in the field every day, to finally the management team, fair and supportive, that recognizes, appreciates and rewards the hard work, as we all strive to make us and the company more successful every day. Dentsply truly is a great company that I've committed to for so many years and look forward to many more to come.

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

By taking full accountability and responsibility for managing my territory, working hard every day on promoting and selling our products – I do run it like I own it. Also, I have been showing the ropes to new Sales Representatives helping them to understand our culture and dealer environment; it is a challenging yet rewarding environment – I want to see new people joining our organization succeed and make contributions early on to growing our business.

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?

I began my career with Dentsply as Inside Sales Representative based in our Woodbridge office, and after approximately a year have been given an opportunity to prove myself in field sales. I've grown tremendously over the past eight years, personally and professionally, working with great and very supportive people in my region and across our division, who mentored me along the way. It is now my turn to give this back to newer associates joining our team. Through my association with Dentsply I've become passionate about oral health; I believe whole heartily we are making a difference in people's oral health through the great product offering and support we as a company provide.