

## Our People – Why I work at Dentsply



**Michel Walsh**

Customer Care

**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?**

The main thing that sticks out as being particularly stimulating is the vastness of our product offering and the dynamics of our many businesses. The amount of different opportunities and challenges that arise on a daily basis keeps things fresh. I also believe that this goes a long way in keeping my skill sets sharp and ready to take on anything.

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

The people, the people and definitely the people.

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

I am always looking for opportunities to drive sales, by generating leads for our reps, by up selling on inquiries and most importantly by creating a next level experience for our customers. Every customer interaction is an opportunities to promote Dentsply.

**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?**

Most recently I've been tasked with looking after our equipment repair and service department. This has allowed me to further develop my troubleshooting and problem solving abilities while directly impacting the customer experience.