

Our People – Why I work at Dentsply



Tom Giftakopoulos

Technical 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?

I love the variety that being a part of Dentsply Canada offers. If I had to choose one aspect, I particularly enjoy facilitating Clinical Education events. I find these types of programs enjoyable for various reasons. First and foremost it allows me to showcase what great products Dentsply has to offer and how we are bringing cutting edge technology to the forefront! Secondly, it offers me the opportunity to learn about my competitors products as well. One of the biggest flaws a manufacturing rep can have is to only know their own products.

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

Dentsply Canada is made up of a tremendous group of people! We have great core values and the camaraderie is unparalleled! Whether it be Sales, Operations, Customer Service, Marketing, we are all truly united in achieving the same goal which is to make Dentsply Canada a better organization every day. I'm looking forward to a long and fruitful career with Dentsply.

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

I see myself as an individual with a bias for action! I'm given the opportunity to run my territory like I own it. My job allows me to be creative and take intelligent risks. I believe that the Dental industry is a complex one and having a one-dimensional focus is fatal. I have to be prepared for everything and I leave nothing to chance. At Dentsply Canada, our mindsets are aligned which generates great practices and that leads to superior business results!

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 have completed several training courses with Dentsply. These courses have helped to expand my knowledge in the Dental field and allowed me to be a more effective consultant to my Dental offices, Institutions and various Distributor Branches that I cover. Dentsply has allowed me to shift my character to consciously develop qualities I was lacking in. This has allowed me to become a more well rounded individual which pays dividends across all areas of life.