

Our People – Why I work at Dentsply



Jean Crawshaw

Senior Clinical 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?

Currently I'm working on putting together a presentation that I will be giving at an evening event to CDA's Hygienist's and Dentist's about our new line of products. As I enjoy giving presentations, this is a great opportunity to give Dentsply and our new products some great exposure and lead to some great sales. Being a CDA, this evening also allows me to mingle with colleges and get to know my offices better outside the daily grind.

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

- I like the people – everyone works well as a team and is focused on driving business
- Dentsply has a sales and marketing advisory board and being a part of this allows you to voice ideas and give feedback from the field that directly affects how we do business and helps keep us knowledgeable about our competitors which keeps us competitive in the market.

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

- Maintaining excellent relationships with my Dental offices and Dealer representatives helps me to contribute to Dentsply's sales driven culture.
- By keeping current on industry trends as well as knowledgeable about my competitors and continually and in turn sharing this information so as a team we and can more easily overcome our competition.

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 had the opportunity to be on various committees with Dentsply such as overseeing the Pacific Dental Convention as well as on the Sales and Marketing Advisory board. Through these you grow as a person and gain knowledge in various facets of the company which contributes to your value overall as an employee.
- I've had the opportunity to take various courses through a company called Achieve Global which has made my overall business sense more diverse and has allowed me to be a better consultant and advisor to my Dental offices and Dealer Branches.