

Our People – Why I work at Dentsply



Manny Gill

Territory Manager

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 selling the new products that Dentsply has to offer. I feel it helps contribute to Dentsply's success in a big way. It helps us grow our business and get a step in the door to an account which helps us introduce all the variety of products we have to offer at Dentsply.

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

I truly have a lot of positive things to say about Dentsply, but when it comes to my favorite it has to be the people. Not only the co-workers but the management is very supportive and a pleasure to work with. I truly believe we have a team attitude here @ Dentsply and everyone is here to help each other out which makes my job easier and much more enjoyable.

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

I try to contribute to the sales culture by my continued work ethic and attention to detail with each sales call. I try my best to grow my business in my territory and also help my teammates whenever needed, whether it be by working on them in a call or stepping in to help @ a CE.

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 taken many development courses including PSS and selling against the competition. They have helped me with customer indifferences and overcoming objections. I try and use these skills acquired daily when I am out in the field.