

Our People – Why I work at Dentsply



Preet
Sales

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 am focusing on developing an end user strategy that enables accounts to take advantage of the extensive and integrated basket of innovative products and services offered through us, and bundling them together for efficient synergies. This strategy will not only enable these accounts to easily diversify their portfolio of products, under one roof, but also streamline and ease their efforts in accessing up to date information on these products and many new ones constantly being introduced by us. They will also have access to our extensive Continuing Education programs offered year round to keep them abreast with the latest trends emerging in the dental community. This enhances our strategy of partnering with our clients to provide efficient solutions.

What is one of your favorite things about the Dentsply location where you work?

London is located centrally in my territory and therefore provides me with the flexibility to prioritize my time based on the ever changing dimension within my territory, at a very short notice.

How do you feel you contribute to Dentsply's reputation for innovation and quality?

To customers, the salesperson is the business. Therefore I constantly strive to reflect the philosophy of Dentsply in my daily selling process. I have been able to exploit my product and sales training that I have received at Dentsply, to help me device efficient and Innovative solutions catering to their business needs, thereby enabling a process of consultative selling and arriving at solutions together. I have honoured all my commitments and proactively follow up with my clients to stay on top of any situation.

What career development opportunities have you experienced in your time with Dentsply? How has this helped you achieve your personal goals within the company?

My first Career developing opportunity came when I was offered a Permanent position as Territory Manager, Chairside Division from my contract position as Equipment rep in 2002. In 2005 I was promoted to the position of Product specialist.

My Product and sales training received at Dentsply has been instrumental in gaining this recognition.

My personal goal has been to develop and grow within a dynamic and growing organization that provides opportunities conducive to such factors. Dentsply has provided me with that platform in more than one situation.