

## Our People – Why I work at Dentsply



**Syed**  
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 currently working with my team members in customer service, marketing, purchasing and service to provide a value added service to my customers. This type of teamwork really instills customer confidence in us and helps Dentsply build great relationships with their customers.

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

It is centrally located, right off the Highway, hence easy to travel to and from.

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

I tell all my customers that a lot of my confidence as a sales rep is in the fact that I am working with products that are of the highest quality and that I work for a company that is continuously investing in R&D in order to improve dentistry and dental lab technology.

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

I joined Dentsply in July 2003 as Inside Sales Representative. My goal was to develop myself and become a territory manager for the company. In Sept of 2005, I achieved my objective as I was promoted to TM for the prosthetics division. I am very grateful Inside Sales Representative. My goal was to develop myself and become a territory manager for the company. In Sept of 2005, I achieved my objective as I was promoted to TM for the prosthetics division. I am very grateful that I am part of a working environment that acknowledges achievements and develops talent.