

Our People – Why I work at Dentsply



Tony
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 on the implementation of a regional sales strategy that focuses on underperforming 2005 product categories. The result analysis will provide and guide my sales group with specific product information to drive their respective territory business. It contributes to Dentsply's success by achieving/exceeding established sales objectives.

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

One of my favorite things about Dentsply is the team spirit, the common goal and passion that everyone shares in the company to be the no.1 dental manufacturer.

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

I contribute to Dentsply's reputation for innovation and quality by:

- Conveying a professional image.
- Share market feedback with Product Managers to improve future sales.
- Bring an added value to the end user by highlighting exclusive product benefits.
- Update dentists on new product ratings supported by proof sources.

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 have experienced a number of opportunities over the course of the last eight years with Dentsply. I first joined the Prosthetic division as a Territory Manager and expanded my sales responsibilities at different levels. I was promoted to Key Account Manager and then National Key Account Manager within the division. As a result, this has enriched and developed my managerial skills and prepared me to take on a new and exciting challenge of leading a Regional sales team.