



D E N T A L
COOPERATIVE

Position – New Mexico and West Texas Area Director

Contact – careers@dentalcooperative.com

The Company

The Dental Cooperative is a collective of dentists currently operating in four states. The organization was established in 1998 and is headquartered in Salt Lake City, Utah. More information can be found at www.dentalcooperative.com.

Our mission is to "Empower and Preserve Independent Dentistry" by providing a platform for independent dentists to organize and unite as a large group. Collectively, Dental Cooperative members can accomplish what individual dentists cannot. Through the Cooperative, members maintain their independence as practitioners and private business owners while having access to benefits that large corporate practices enjoy.

Cooperative members have access to a variety of programs and services managed by the Dental Cooperative which include:

- **Supply Savings** - Group purchasing of supplies and rebates from lead suppliers
- **Dental Benefit Program** - An alternative to dental insurance for businesses and a patient generating source for Cooperative members
- **In-House Custom Plan** – A customizable dental program, specific to a dentists practice. Used as an alternative to dental insurance for their active, inactive, and potential patients.
- **Insurance Fee Negotiation** - Providing resources for our members to increase their reimbursements with participating insurance companies.
- **Specialist Marketing Services** - Effective marketing programs for specialists
- **Financing** - Competitive financing available for members
- **Practice Transitioning** - Successful practice transitioning for our members
- **Vendor Offers** - Discounts on products and services including disability and property and casualty plans.
- **CE Courses** - Free CE courses for Cooperative members

Position Description

The Area Director(AD) position is a territory management and sales position. AD's are solely responsible for the growth and maintenance of clients within their area. This is a travelling position (automobile) within a defined territory covering the entire state of New Mexico, and, El Paso and Hudspeth Counties in western Texas.

The Area Director(AD) will be responsible for managing sales and sales programs within their territory which may include business meetings, tradeshow, presentations, networking, phone contacts, marketing, etc. The AD may be expected to provide input into marketing campaigns as well as coordinating with other sales managers of other products to maximize sales opportunities.

The AD serves as the primary resource and contact for the client and is responsible for client satisfaction. The AD is expected to consistently provide excellent customer service to accounts, as well as represent client needs and goals within the organization to ensure quality. In addition, the AD will build relationships with clients to encourage participation within the Cooperative and our programs. The AD will work with office staff and dentists to implement Cooperative programs and train the staff and members on how to effectively implement the programs. Area Director will also be responsible for semi-annual member meetings held in each area.

The position requires driving to dental practices and applicants must have reliable transportation. This position represents about 60% sales and 40% account management.

Responsibilities

The Area Director is responsible for the following:

- New client enrollment
- New enrollment training
- General account management
- Client visits on a regular and scheduled rotation
- Assistance with form submissions if necessary
- Updating current and potential client information on CRM
- Scheduling and hosting local meetings
- Ensuring client's continuity with Dental Cooperative programs
- Communicating new programs, services and procedures to new and existing clients
- Works closely with program administrators to ensure the client is registered and using the program
- Frequent relationship building visits
- Understanding of company capabilities and service, and effectively communicates all offerings to the client
- Be the point contact for all client issues regarding programs and services

Requirements:

- Previous sales experience a must (3+ years)
- Account management experience (3+ years)
- Proven sales skills required
- Create, maintain and enhance customer relationships
- Detail oriented
- Extremely organized
- Excellent presentation skills
- Exceptional problem solving skills

- Technical competence. Office management software a plus. Must be very competent with Excel, Word and PowerPoint
- Self motivated, goal oriented and persistent
- High level of initiative and work well in a team environment
- Excellent written and oral communication skills
- Handles stressful situations and deadline pressures well
- Plans and carries out responsibilities with minimal direction
- Undergraduate degree required
- Experience in the dental industry a plus, especially experience interacting with insurance companies, managing dental practices, or previous dental vendor experience
- Passion and energy for the dental industry and independent practitioners
- Reliable and presentable transportation required
- Reliable personal computer and home internet access required
- Self motivated
- Able to work well in unsupervised conditions

Compensation and Benefits:

- Base + commission + bonus (\$62,000 to \$70,000 base (DOE) + new sales commission + achievement bonuses)
- Commission structure is generous and reoccurring
- 60 day training & trial period
- 60 day independent field trial
- Area Directors have full control over their time and hours. This is a full-time position where AD's will be expected to work 40+ hours a week.
- Medical/dental benefits may be available for full-time employees after 1 year.

To see the live job posting, visit: www.dentalcooperative.com/t-Careers.aspx

Contact:

Please email a resume including current references to careers@dentalcooperative.com