

Territory Manager

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Company: Align Technology

Location: Denmark

Category: other-general

About this opportunity

As a Territory Manager Ortho you will be part of our smart, diverse and fast-moving global team that is moving an industry forward, from analog to digital. We're doing complex work with innovative products including Invisalign clear aligners and the highly advanced iTero intraoral scanner, which give both Doctors and patients an improved experience. We have a direct business model and you will sell our products to Orthodontists in your assigned region. With your commercial acumen and influencing skills you will help drive digital adoption in these dental practices. You will make an impact by transforming an analog process with clear aligners and innovative digital solutions that make straightening teeth easier, faster, and more accessible – helping practitioners grow their business and increase patient satisfaction. You will be rewarded with an excellent base salary, generous commission scheme, company car and great social benefits. Beyond remuneration you will have the opportunity to participate in target training and progress your career within sales or in one of the many other internal teams. In this role, you will... Manage the territory of Denmark where you will help to grow the business and onboard new high potential accounts Use insights and a consultative selling approach to challenge and encourage your customers to adopt new digital processes Be a business partner to your customers to modernize and grow their business including implementation of digital technology Plan and execute a Territory plan, based on understanding the potential in each account in your geography Create & execute account plans for highest potential accounts, based on deep understanding of the account's business, goals challenges and opportunities Utilize data/analytics to help customer's drive decision making

Orchestrate additional internal Company resources to optimize the customer experience and provide ongoing promotion of Align solutions In this role, you'll need ... Bachelor's degree and/or equivalent experience Analytical and business planning skills as you own and plan for the activities in your territory Be proactive and find areas of improvement to help the doctor to grow his business High integrity Good collaboration skills and a desire to work in a high-performance team To be adaptable and open to new ideas and ways of doing business Relationship management skills as you will build and maintain positive connections with customers and colleagues at Align Technology B2B sales experience Industry experience selling a medical device, capital equipment, dental, orthodontic, or other relevant B2B experience preferred but not required To be fluent English and Danish To be located in the Copenhagen, Odense or Aarhus To be willing to travel

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