

St. Renatus

Kovanaze Sales Representative

Are you looking for a career opportunity that allows you to capitalize on your extensive dental experience? Are you passionate about advancing dentistry through innovation? If so, St. Renatus is interested in you!

St. Renatus, the developer of FDA-Approved Kovanaze® Nasal Spray, is seeking experienced Dental Sales Representatives interested in career advancement while selling a revolutionary new dental product.

Job Description

The Regional Sales Representative is a field-based role, responsible for meeting and exceeding Kovanaze® Nasal Spray (www.kovanaze.com) sales goals within Colorado. Frequent regional travel within Colorado is expected.

Job Responsibilities

- Call on Colorado dental practices to engage dental professionals and sell Kovanaze.
- Generate new customers, end users and advocates.
- Represent St. Renatus and sell product at State and Local Meetings.
- Present at Sales Meetings, Lunch & Learns, Study Clubs, etc. to promote and sell Kovanaze.
- Educate Inside Sales, customer service, and telemarketing reps on Kovanaze and promotions.
- Evaluate and implement appropriate sales techniques to increase the region's sales volume.
- Meet and exceed product sales goals.
- Complete administrative tasks necessary for tracking leads, maintaining transactions and following up on sales.
- Cold call dental offices to promote and sell Kovanaze.
- Complete daily, monthly and quarterly reporting; complete and submit expense report via financial accounting portal.
- Communicate regularly with Chief Marketing Officer and Marketing Team to report on industry trends, strategic relationship opportunities and product feedback.
- Contribute strategic feedback on sales systems, product promotion efforts and customer service.

Education / Experience

- Requires a minimum of 3-4 years dental pharmaceutical product sales experience with a BA/BS degree in business, marketing, or related area or equivalent work experience.
- Anesthetic sales experience is helpful but not required.
- Verifiable experience driving the sales process from plan to close while consistently meeting or exceeding targets.
- Proven ability to articulate the distinct aspects of dental products and position them against competitors.
- Demonstrated success in interpersonal skills including: active listening, oral and written communication skills to convey and track information and influence, inform or guide others and effectively negotiate sales is required.
- Must be able to set up effective and responsible communication channels using all forms of technology (phone, conference calls, webinars, small and large-scale meetings, etc.)

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- Strong relationship-building skills to build and maintain rapport and confidence with colleagues, vendors, and others.
- Self-motivated and driven.

Competencies

- A positive, “can do” attitude and customer service orientation.
- Ability to work independently and in a team environment, with negotiation and influencing ability.
- Demonstrated abilities in taking initiative, prioritizing and multi-tasking to meet Company needs with minimal supervision.
- Provides outstanding customer service to all external and internal customers; shows personal accountability for and takes necessary action to respond, resolve and follow up on customer service issues consistently and in a timely manner.
- Ability to handle multiple tasks and to prioritize/schedule work to meet company needs with minimal supervision with tight deadlines; Ability to deal with change and short timeframe demands with tact and composure.
- Demonstrated attention to detail with solid coordinating, task planning and time management skills with an emphasis on accuracy and completeness.
- Strong interpersonal skills to build team, collaboration and maintain positive rapport and confidence with colleagues, vendors and others. Ability to handle conflict or difficult interpersonal situations at all levels in the organization.
- High level of computer literacy including but not limited to Microsoft Office Suite (Outlook, Word, Excel, and PowerPoint), ERP systems, databases and software applicable to job function.
- Ability to analyze data and statistics in own field of expertise to develop well-reasoned recommendations to senior management.
- Discretion and maturity in handling and maintaining confidentiality of sensitive materials and personnel issues in a professional manner.
- Maintains professional and technical knowledge by keeping skills current (reviewing professional publications; participating in professional societies, continuing education.)

Interested applicants will submit a resume, references and a cover letter highlighting their personal sales philosophy to Recruiting@st-renatus.com.