

Belgium Jobs Expertini®

Territory Manager - Wallonie

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Company: Align Technology

Location: Belgium

Category: computer-and-mathematical

About this opportunity

Territory: Belgium: Wallonia We are looking for a Territory Manager based in preferably based in the Wallonia region. Work with technology that brings out millions of smiles. Our Invisalign sales force sells directly to small and medium size professional business owners, 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. Are you a self-starter that wants to be part of driving a revolution in an industry? Are you a “Challenger Rep” – with the ability to bring new insights to customers that challenges them to look at their business differently? And then support them in implementing new processes and technology to capitalize on market opportunities to grow their business? In this role, you will... Manage the territory of Wallonia 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 ... Minimum 3 years of B2B sales to small business owners; track record of

performance, achievement, and excellence in growing businesses Bachelor's degree and/or equivalent experience required Industry experience selling medical device, capital equipment, dental, orthodontic, or other relevant B2B experience Preference to candidates with experience at companies with strong sales training & development Excellent written and verbal communication skills in French and English To be located in East-West Flanders

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