**Job Description – Sales Manager**

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| **Position Title:** | **Sales Manager** |
| **Company/Location** | 3D Future Technologies Pvt. Ltd. |
| **Brand:** | Flash Orthodontics |
| **Reports to:** | National Sales Manager |
| **Location:** | Bengaluru / Mumbai /Delhi /Hyderabad |

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| **2. Company Overview** |
| Flash Orthodontics, a brand of clear aligners from 3D Future Technologies Pvt. Ltd. The company has ambitious & aggressive plans with a vision to be a major player in Clear Aligner segment. To Know more about us login to <https://flashorthodontics.in>, it’s a subsidiary of the ADOR Group – (established in 1908 with its core businesses in Industrial Products & Services). More at - [www.adorgroup.com](http://www.adorgroup.com) |

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| **3. Role** |
| Accountable for sales , business development and Orthodontist relationship in the allocated city |

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| **4. KPIs (Key Performance Indicators)** | |
| * Finding new customers and constantly expanding the business in the assigned territory * Meeting the Revenue and Collection targets on monthly and Quarterly basis * Make daily , monthly, and weekly sales plan and own end to end process of sales * Representing the brand to the target doctors (Orthodontists) and developing new customers through planned sales visits * Maintaining relationships with Orthodontists by providing the essential support & information * Solve problems and be the bridge between the Orthodontist(s) and company for best customer service experience * Displaying efficiency in gathering market and customer information to enable business & market   Development with new prospects   * Work closely with marketing and operations teams to ensure delivery of services to Orthodontists * Monitoring sales data and keeping up to date with current market trends and customer needs | |
| **5. Profile and Skills** | |
| **Qualifications:**   * MBA/Graduation from a reputed institution * Bachelor of Dental Surgery/MDS with business management exposure   **Minimum Experience:**   * Minimum of 3-5 years working experience in a sales * Working in dental industry will be an added advantage   **Specific Skills & requirements:**   * Problem Solving Attitude * Strong interpersonal and communication skills * Self-motivated to get business for the organisation. Can work independently | |