**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
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| **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
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