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"Why do certain sales teams consistently outperform their peers?"

They play The Bigger Picture Game - the point where the wider world's events, trends and shifts intersect with personal passion and intuition. This is where The Bigger Picture Game truly begins.

The Bigger Picture Game challenges us to prioritize customer relationships over transactions, refine our sales strategies and processes and adapt to market changes with agility fostering a culture of collaboration and continuous learning.

If you are ready to join a dynamic, forward-thinking sales organization that thrives on challenges and consistently exceeds expectations, we invite you to play The Bigger Picture Game with us.

These four words aren't just a statement; they're an invitation to think bigger, look beyond, and find connections that others might miss.

Are you ready to play?

**Territory Manager – GTA (Scarborough East to Bowmanville, North to Uxbridge)
Professional Oral Care Division**

The role: helping health care professionals within Dentistry and the Dental Community achieve their goals.

Make an Impact – Set New Standards!

In these unprecedented times, our clients rely on us more than ever. We're continuing to break new ground in the world of sales. This is an opportunity to join us and make your mark in providing strategic oral solutions for a global leader in Oral Healthcare Solutions.

The KMAC GROUP is searching for sales professionals obsessed with making a significant difference in the sales world. As part of the KMAC Professional Oral Care team, you'll represent a global leader in the oral healthcare market, our values, and our promise while charting new territories for all to notice.

We are not your traditional sales organization. We are passionate about our team and our customers' businesses. We have been partnering with them on all-important journeys for over 30 years.

This role is challenging, strategic, consultative and rewarding, with equal parts autonomy and collaboration. Sales is a profession requiring proven skills, and we provide coaching, strategy, training, resources, support, and inspiration on an ongoing basis. We have fun and celebrate individual and collective team success.

What we believe

- We are ONE team: high standards and team selling are the norm, and we support each other's growth and wins;
- We challenge the status quo, have high standards, and we strive to be excellent;
- We live up to our commitments to our customers, ourselves, our peers and our leaders; Here's the impact you'll make and what we'll accomplish together

The IMPACT YOU can make

As a Territory Manager at KMAC, you will work with leaders obsessed with helping clients succeed by owning customer relationships and account strategies. Building trust and long-term relationships with your customers while championing global oral care brands inside their organizations is paramount to your success.

Additional responsibilities include:

1. Helping our team increase product usage and recommendation with Canadian dental professionals.
2. Increasing sales.
3. Delivering all KPIs (key performance indicators) through implementing a proven sales strategy covering accounts in your defined territory.

Here's how

- As a highly organized sales professional, we'll look to you to share your skill and experience with call planning, executing a sales process, and strategically using a CRM (Salesforce.com is an asset) to differentiate you from others;
- 2-5 years of sales or related sales experience plus a proven track record for business forecasting, planning and executing a sales strategy that brings value to your customers and our team is an asset;
- A proven track record with territory business development and strategic account management married with a solid technical background and proven expertise with Microsoft Office, Virtual Conferencing, and Business Planning to drive new opportunities continually;
- As a storyteller, you have mastered listening skills, allowing you to communicate effectively and help your customers solve their challenges so they can win.

Why you will love this opportunity

Territory Managers have the opportunity of business owners through sharing ideas and challenging us to make a more significant impact. Effectively managing your calendar and account strategies and working with your peers ensures your success. We'll support, coach, train, and cheer you on as you reach new heights previously unattainable!

You're the missing piece of the puzzle

You are likely in a similar field role or work in inside sales, are looking for growth

and are looking to expand your capabilities by applying formal sales methodologies. You have knowledge of or experience with most of the items below:

- Business planning and forecasting;
- A demonstrated genuine curiosity, the ability to identify and articulate solutions to customers' business problems, creating a mutual exchange of value;
- Strong sensitivity to customer needs and situations, analytical ability in discerning priority and non-priority issues, making decisions from several alternatives based on logic and fact, and capable of using honesty and persuasiveness in negotiating mutually satisfactory resolutions;
- You enjoy creating and nurturing relationships with customers characterized by mutual trust and respect for long-term success;
- Valid driver's license and reliable transportation;
- Willing to travel on occasion;

If this is you, we eagerly await the opportunity to meet you. Please submit your personal story and experience and a cover letter to Jason Pavunkovic via [<jason@kmacgroup.ca>](mailto:jason@kmacgroup.ca). Please have "Territory Manager: Professional Oral Care" in the subject line.

ABOUT THE KMAC GROUP (est. 1992)

We exist to inspire people to follow their passions so they can reach new levels of success and fulfillment playing The Bigger Picture Game.

KMAC is an industry-leading Sales Performance Specialist tailored to the needs of large and small sales organizations. Our Advancer Model Selling System leverages strategy, data, coaching, and training to unleash individuals' untapped potential. Empowering everyone with accessible sales techniques leads to widespread improvement across the board.

We invite you to visit us as www.kmacgroup.ca

We thank all candidates for their interest; however, due to high demand for this position, only candidates who meet these requirements will be contacted.

