



**We are  
looking for**

## **DIGITAL IMPLANT SALES SPECIALIST – TERRITORY MANAGER**

**LOCATION:**

Arizona

**REPORTS TO:**

Area Sales Director

### **About TRI®**

TRI® USA is part of TRI®, an innovative leader in the global dental implant industry. With a commitment to Swiss precision, digital workflows, and empowering clinicians, TRI® continues to set new standards in implantology. At TRI® USA, our mission is to deliver world-class products and support to dental professionals, enabling them to transform patient care with confidence.

### **Position Overview**

TRI® USA is seeking a driven and entrepreneurial Digital Implant Sales Specialist to join our high-performing team. This role is designed for a sales professional with a hunter mentality, passionate about building strong partnerships and expanding market share. The Territory Manager will focus on driving new business acquisition while supporting existing accounts with innovative digital implant solutions that transform treatment workflows for dental practices and laboratories.

### **Key Responsibilities**

- ✗ **New Business Development:** Aggressively prospect, identify, and close new accounts across the assigned territory, with a focus on accelerating TRI's market penetration.
- ✗ **Digital Implant Solutions:** Promote TRI's Matrix implant line and associated digital workflow ecosystem (photogrammetry, guided surgery, 3D printing, and intraoral scanning integration).
- ✗ **Territory Management:** Build and execute a strategic business plan to maximize sales growth and account coverage in the territory.
- ✗ **Clinical & Technical Support:** Deliver product demonstrations, chairside case support, and digital workflow training to clinicians, labs, and staff.
- ✗ **Relationship Building:** Establish and nurture strong relationships with KOLs, DSOs, labs, and independent practices to drive brand loyalty and preference.
- ✗ **Sales Analytics:** Monitor pipeline performance, report sales activities, and deliver accurate forecasts through CRM (Salesforce).
- ✗ **Trade Shows & Events:** Represent TRI® USA at regional and national events, exhibiting professionalism and subject matter expertise.
- ✗ **Collaboration:** Partner closely with marketing, customer service, and operations teams to ensure seamless customer experience.

## Qualifications

- ✗ Experience: 3–5+ years of successful sales experience in dental implants, medical devices, or capital equipment; digital dentistry expertise strongly preferred.
- ✗ Sales Skills: Proven track record of exceeding quota and building new business in competitive territories.
- ✗ Technical Knowledge: Familiarity with digital implant workflows (photogrammetry, 3D printing, guided surgery, CAD/CAM).
- ✗ Education: Bachelor's degree in business, life sciences, or related field preferred; clinical background in dental hygiene, dental assisting, or lab technology is a plus.
- ✗ Personal Traits: Self-starter, entrepreneurial, resilient, and passionate about helping clinicians transform patient outcomes.
- ✗ Other: Willingness to travel extensively within the territory, attend trade shows, and occasionally support accounts outside the territory.

## What We Offer

- ✗ Competitive base salary plus uncapped commission structure.
- ✗ Comprehensive benefits package (medical, dental, vision, 401k).
- ✗ Car allowance, travel reimbursement, and business expense coverage.
- ✗ Ongoing professional training and clinical education opportunities.
- ✗ A chance to be part of a rapidly growing, innovative company revolutionizing the digital implant space.

**READY  
TO BE PART  
OF SOMETHING  
TRULY  
PIONEERING?**

Send your resume and  
a short note to:  
**[Dereck.Fandel@tri-usa.com](mailto:Dereck.Fandel@tri-usa.com)**  
or scan the QR Code

