

## Henry Schein Dental Job Descriptions

**Title: FSC (Field Sales Consultant)****Location: Various**

**Job Description:** This position is responsible for managing all field sales activities within a specific territory. This requires regular consultative contact with every account in a designated territory to build merchandise, equipment, technology, and service sales with existing customers and a heavy emphasis on obtaining new customers. This position is expected to form a business relationship with the customer built around the relevance of HSD to the customer's needs associated with business practices, merchandise, equipment, technology, and service. In addition to the essential duties and responsibilities listed above, all positions are also responsible for: Meeting company standards pertaining to quantity and quality of work performed on an ongoing basis, performing all work related tasks in a manner that is in compliance with all Company policies and procedures including Worldwide Business Standards. As well as adhering to Company policies, procedures, and directives regarding standards of workplace behavior in completing job duties and assignments

**Title CCS (CAD CAM Specialist)****Location: Various**

**Job Description:** This position is responsible for selling high-tech dental equipment; specifically CAD-CAM products and additional high-tech equipment as specified along with related financing. Key performance elements include: sales volume, sales growth rates, gross margin attainment, high quality-efficient installations, support to local centers and customer satisfaction (both internal and external customers). In addition to the essential duties and responsibilities listed above, all positions are also responsible for: Meeting company standards pertaining to quantity and quality of work performed on an ongoing basis, performing all work related tasks in a manner that is in compliance with all Company policies and procedures including Worldwide Business Standards. As well as adhering to Company policies, procedures, and directives regarding standards of workplace behavior in completing job duties and assignments.

**Title: ETS (Equipment Technology Sales Specialist)****Location: Various**

**Job Description:** This position is responsible for selling dental equipment and technology to dental offices. Key performance elements include: sales volume, sales growth rates, gross margin attainment, accounts receivables, inventory management, high quality-efficient installations, and customer satisfaction (both internal and external customers). In addition to the essential duties and responsibilities listed above, all positions are also responsible for: Meeting company standards pertaining to quantity and quality of work performed on an ongoing basis, performing all work related tasks in a manner that is in compliance with all Company policies and procedures including Worldwide Business Standards. As well as adhering to Company policies, procedures, and directives regarding standards of workplace behavior in completing job duties and assignments.

**Title: SSC (Specialty Sales Consultant)****Location: Various**

**Job Description:** This position is responsible for managing all field sales activities within a specific Dental Specialist territory. This requires regular consultative contact with every account in a designated territory to build merchandise, equipment, technology, specialty and service sales with existing customers and a heavy emphasis on obtaining new customers. This position is expected to form a business relationship with the customer (primarily Oral Surgeons and Periodontists) built around the

relevance of HSD to the customer's needs associated with business practices, merchandise, equipment, technology, specialty products and service. In addition to the essential duties and responsibilities listed above, all positions are also responsible for: Meeting company standards pertaining to quantity and quality of work performed on an ongoing basis, performing all work related tasks in a manner that is in compliance with all Company policies and procedures including Worldwide Business Standards. As well as adhering to Company policies, procedures, and directives regarding standards of workplace behavior in completing job duties and assignments.