



## **Intern Job Description**

### **JOB SUMMARY:**

Makes face to face contact with all dentists assigned by Regional Manager with the goal of introducing Henry Schein's technology offering to each account. Promotes and signs up dentists for the educational courses offered by Henry Schein within in a given period. Through this process generates leads for the associated products.

### **ESSENTIAL RESPONSIBILITIES & ACCOUNTABILITIES:**

Conducts face to face calls on 30 to 40 offices per day to discuss educational programs and technology offering.

Attends all training classes and events as directed by Regional Manager.

Plans, organizes and implements effective strategies using all company programs, tools and initiatives to increase market share.

Maintains communication with Regional General Manager on a timely basis participating in all sales meetings as requested by the Regional General Manager.

Develops and manages a specific target list of prospects.

Participates in special projects and performs other duties as required.

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.
- Adhering to Company policies, procedures, and directives regarding standards of workplace behavior in completing job duties and assignments.