



Ransom & Randolph (division of Dentsply Sirona), is a worldwide leading manufacturer/supplier of ceramic shell materials to the Investment Casting Industry. We are currently looking for a

## European Regional Sales Manager (m/f)

### Requirements

- Years and Type of Experience: 5 years minimum sales experience selling to foundries

### Key Behaviors Critical for Success in this Role:

- Professional with proven ability to build appropriate relationships with external key customers
- Demonstrated problem solving and decision making abilities
- Able to work well within a team
- Able to remain calm under pressure
- Results orientated
- Adaptable/willing to take on new tasks
- Able to prioritize workload
- Able to work to deadlines
- Displays initiative and enthusiasm for their role and company
- Confident and articulate
- Actively articulates and promotes Dentsply Sirona's vision and direction
- Consistently meets Company standards, ethics and compliance requirements

### Tasks:

The European Sales Manager position reports directly to the Global Sales Manager, USA and is responsible for maintaining and generating sales within Europe.

The primary function is to ensure that either by incumbent or through the team that they contact customers in person, by telephone or in writing, and identify the customers' needs, recommend the appropriate product or service and clearly communicate that information to the customer. In order to be effective, the team must highlight R&R products versus the competition, and be fully aware of the advantages R&R's product line has to offer. The incumbent must be aware of the ways in which R&R products can be used. Once customers' product needs are identified, the incumbent determines pricing and delivery information within the boundaries of established sales and marketing policies.

The incumbent introduces new products to both existing and new customers and provides product information. The incumbent supervises the use of these materials during field evaluation and provides feedback to the technical staff. Occasionally, a customer may require a special product that can be produced by R&R. The incumbent forwards the request to the Global Sales Manager for an appropriate response and follows up with the customer. The incumbent is the liaison to assist the customer in getting technical assistance to improve an existing manufacturing process, to secure recommendations on new systems or perform trouble-shooting for problems encountered with the technical staff at R&R.

The incumbent maintains and updates customer mailing lists and individual customer files and information. Telephone follow-up calls are done with customers and additional appointments are arranged.

Selling requires that the incumbent take the initiative to establish new customers through mailings, promotions and cold calls. Additional leads may come directly from a potential customer, letters or articles in trade publications.

The incumbent is expected to remain abreast of competitors' product lines and to collect samples for evaluation by the Technical staff and report all activities to the Global Sales Manager.

The incumbent submits required Sales Call Reports, Progress Reports, and Sales Forecast for major accounts to the Global Sales Manager. Sales plans are periodically reviewed; expense reports are submitted for approval according to Corporate Travel policy. Sales Meetings are attended by the incumbent to review and update on current or new policies, products and selling techniques. Frequent communications are maintained with the Global Sales Manager.

Primary work relationships are maintained with customers in selling new and existing products and providing technical assistance; HTM in adding new products/stocking levels and lead times; Customer Service in ordering, shipping and pricing and invoicing; Traffic Department in determining carriers and shipping costs; Finance Department in matters of credit, pricing and collections; and Technical staff in resolving customers' problems and field evaluations and product applications.

Principal challenges encountered are overcoming extreme competition within the industry, both in pricing and similar product lines, and effectively managing the assigned region in a manner that optimizes results in order to meet sales goals.

External pressures exist in late deliveries due to carrier problems or internal errors, materials out of specification, supply problems, flexibility of competition.

### Specifications and benefits:

- This position will directly develop and increase the sales of Ransom & Randolph products to existing and new customers in a defined region.
- This is a home-office based position, representing Ransom & Randolph's complete line of investment casting products.
- Minimum travel expectations are 60% on the road, throughout Europe with first focus on Germany and France. Overnight travel required.
- 5 years of sales experience required.
- Fluent English and German, French language skills are preferred
- Candidate preferred to reside in Germany
- Ransom & Randolph offers a very competitive package including salary, commission, company car, health and dental coverage.

We will fill the position together with our affiliated company DeguDent GmbH. If you have further questions, please do not hesitate to contact Kristina Neeb, Director Human Resources DeguDent GmbH (Phone +49-6181-59-5574).

Ransom & Randolph is located in Maumee, Ohio, USA and DeguDent is located in Germany. Both are part of Dentsply Sirona, the world's largest manufacturer of professional dental products and technologies.

Please send your application to

[kariere.degudent-de@dentsplysirona.com](mailto:kariere.degudent-de@dentsplysirona.com) or

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