



## Join a team that is changing millions of lives.

Transforming smiles, changing lives

At [Align Technology](#), we believe a great smile can transform a person's life, so we create technology that gives people the confidence to take on whatever's next. We revolutionized the orthodontic industry with the introduction of the Invisalign system, and we have never lost sight of that spirit of innovation. Our diverse and collaborative teams are constantly pushing the boundaries of what's possible.

Ready to join us?

### About this opportunity

This individual will have previous sales experience and a proven sales record, managing a sales area for Align Technology selling the Invisalign product. The individual will be responsible for selling the product, establishing account relationships and practice development in the assigned territory, as well as proactively communicating with customers and potential prospects.

### In this role, you will...

#### **Job Responsibilities:**

Essential duties include but are not limited to the following:

#### **Deliver Results**

- Achievement of Monthly, Quarterly and Annual Sales Targets, Operational Plan and Profitability Plan for Taiwan.
- Responsible for the working with assigned accounts and team within the organisation, including direction, motivation and development of sales plans, targets, and strategies and the removal of obstacles to success.
- Provide all appropriate reporting to Manager including feedback from customers on a weekly and monthly report
- Responsible for the sales area as 'their business' and be willing to take responsibility for its planning and development in what is a high growth business.
- Work closely with co-colleagues to develop a high-performance team in Taiwan.

### **Drive the Best Outcomes**

- Acquire and maintain detailed knowledge of the company's products;
- Provide training in product knowledge, selling skills, and territory management, and Align Terms and Conditions of Business
- Co-operation with co-colleagues through observation during co-travel, frequent feedback and the analysis of data
- Evaluate levels of customer, product and systems knowledge via in-field assessment
- Provide appropriate training and field coaching as required.
- Build strong ethical business relationships with customers to ensure usage of our products and gain greater market share by focusing high value activity and selling,
- Ensure professional dress code and attitude is maintained at all
- Participate in proactive team efforts to achieve departmental, company goals and comply with all policies, practices and procedures.
- Work with the Manager to set Operational plan for future periods and perform other duties as assigned.
- Keep abreast of what competitors are doing; and update Marketing Manager of market intelligence and pulses in the market.
- Be responsible for all quality updates records and customer product feedback for Taiwan market.
- Perform other duties as assigned

### **Lock in Key Relationships**

- Engage certified doctors and develop potential for new cases; engage non-certified doctors and establish their potential as an Invisalign provider and current submitters to develop Invisalign business
- Balance the short term operational needs with the long term organizational needs of the business
- Work closely with Marketing Manager to develop and implement sales and marketing strategies; such as management of Platinum Elite Accounts as well as opening new accounts and assist customers to achieve sales, distribution and display objectives.

### **In this role, you'll need ...**

To perform this job successfully, the individual must have mastered the skill set of a Territory Manager. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Strong analytical and business planning skills
- High integrity
- Demonstrated leadership
- Track record of coaching/developing Sales Representatives
- Capacity to execute marketing plans
- Capacity to manage budgets and expenses
- Excellent written and verbal communication skills to diverse customer audiences.
- Strong capabilities to interface effectively with all customer types
- Ability to function effectively in a high performance team

## **EDUCATION and/or EXPERIENCE**

- BS or BA preferred and/or equivalent experience.
- A degree in sales, marketing or a related science discipline would be an advantage.
- medical, orthodontic, and/or dental sales and/or marketing experience preferred
- alternatively, background as dental therapist/hygienist and acquired valuable knowledge of the industry and its products
- Excellent oral and written communication skills
- Pride in excelling and self-directed individual.
- Fluency in both Mandarin and English
- Computer knowledge is required.

## **Sound like a good fit?**

Great! Click the "Apply" link to let us know you are interested. Not the right fit? Don't worry, Align is quickly growing so we are creating more opportunities to expand our Align family. Please consider joining our Talent Network to receive notifications about future jobs or sharing this opportunity with others in your network.

## **About Align**

Align Technology is a publicly traded medical device company that is **transforming smiles and changing lives**. Our global team of talented employees develop innovative technology, tools and treatment options to help dental professionals worldwide achieve the clinical results they expect. Our digital ecosystem combines the power of technology to create beautiful smiles through the integration of AI and machine learning, digital imaging and visualization, biomechanics and material science to develop the Invisalign system, the most advanced clear aligner system in the world; iTero Intraoral Scanners and OrthoCAD digital services. Did you know? Align is the world's largest manufacturer of custom 3D-printed materials.

By joining Align, you will be part of a global, fast-growing company in one of the most dynamic industries. Great people, innovative technologies, and meaningful work – these are just some of the things employees say make Align Technology a great place to work.

We respect your privacy. Please review our [Applicant Privacy Policies](#) for additional information.

### **Global Diversity Statement:**

At Align, we believe in the power of a smile, and we know that every smile is as unique as our employees. As we grow, we will continue building a workforce of diverse cultural backgrounds and life experiences and fostering a culture of open-mindedness and compassion for all our employees. We live our company values by promoting healthy people and healthy communities. All with the intent of changing millions of lives, one unique smile at a time.

### **Equal Opportunity Statement**

It is our policy to provide equal employment opportunity in all of our employment practices without

regard to race, color, religion, sex, national origin, ancestry, marital status, protected veteran status, age, individuals with disabilities, sexual orientation or gender identity or expression or any other legally protected category. Applicants for positions with Align must be legally authorized to work in the country which they are applying for and verification of employment eligibility will be required as a condition of hire.