



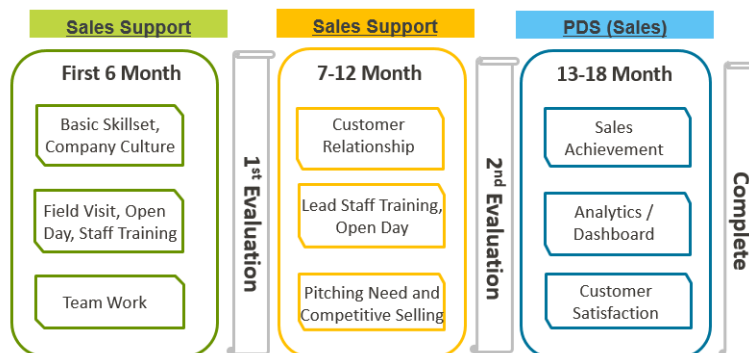
## About this opportunity

Sales Trainee program will be a 12-month solid program for the young talent to be ready into the sales role. The first 6 month focus on adapting into company culture as well as learning and understanding the industry by standing on the supporting role to assist clinic/customer grow by providing relevant support, such as staff training or open day. The second 6 month focus on building up the relevant sales skill and building up customer relationship with few selected clinics/customers to pitch the need and competitive selling. There would be buddy assigned during the first 12 month to assist the new hire quickly fit into the company culture and the role. Relevant training would be provided in a systematic way to build up this talent the competency accordingly.

## In this role, you will...

- Acquire and maintain detailed knowledge of the company's products.
- Responsible and achieve for the sales target in assigned territory as 'their business' and be willing to take responsibility for its planning and development in what is a high growth business after a solid 12-month training program.
- 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
- 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,
- Evaluate levels of customer, product, and systems knowledge via in-field assessment
- Co-operation with colleagues through observation during co-visit, frequent feedback, and the analysis of data

### Program Define



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

- BS or BA preferred and/or equivalent experience. A degree in sales, marketing or a related science discipline would be an advantage
- Excellent oral and written communication skills
- Pride in excelling and self-directed individual
- Fluency in Mandarin, can command good English is a plus
- High integrity, team player, strong execution, and eager to be success

## 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.