KaVoKerr Inside Account Manager

We are looking for motivated Account Managers to join our team in Orange County. We are in the healthcare industry and as an account manager, your job is to build strong relationships with your customers and upsell them on additional products. You must be comfortable learning new things and capable of building clinical expertise to help our customers manage their business and improve patient outcomes.

The ideal candidate is personable, has a strong work ethic, initiative and driven to succeed. You thrive in a team environment where new ideas are encouraged and everyone supports each other to meet individual and company objectives. This is not a scripted sales environment; you must be able to build genuine relationships and close new business.

About The Team
The team is supportive, big on comradery and actively brings new ideas to the table that help us grow. We’re high energy, creative, and like to laugh but we work hard and love to win. This is a great role for those who want to come and stay or in time, have a desire to move on to the next great thing. We look to promote from within so you will have visibility and access to jobs within our company as well as our parent company, Danaher.

The Job, In A Nutshell (But Not Limited To):
- Manage and grow KaVoKerr accounts
- Build and maintain strong customer relationships over the phone
- Consult and sell new products and maintain existing business
- Achieve sales goals and meet minimum job requirements

Required Skills And Abilities
- Bachelor’s degree preferred
- Great people skills and able to sell without benefit of eye contact
- Goal-oriented
- Good at multi-tasking
- Become an expert in our products and dental procedure to provide effective solutions
- Strong written and verbal communication
- Creative, thinks outside the box
- Proficient in Microsoft Office, CRM, and Windows based applications

Salary And Benefits
- Compensation for this role is a mix of base salary and uncapped commission
- Medical, dental, vision + a savings plan and 401k

We have Keurig machines too. We like caffeine. AND there is the occasional sugar-induced meeting or catered meal...and after all that talk of sugar and caffeine, we have a health and wellness program too.

PLEASE APPLY ONLINE:
KaVoKerr Account Manager
This position is based in California

About The Company
KaVoKerr is one of the largest dental companies in the world. Our mission is to provide best-in-class, patient-based solutions to our customers. Being a dentist means mastering an ever-advancing science and it’s our job to continue to bring new tools and technologies to help them grow their business, improve patient outcomes and thrive in a rapidly changing healthcare market.

*KaVoKerr Corporation is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, national origin, religion, gender, age, marital status, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by law.*