



Sales Internship Program

With substantial growth in the dental industry, Heraeus Dental is expanding their sales team **creating new opportunities** throughout the United States. The successful candidates will start with paid sales training at the Heraeus Dental Corporate office located in South Bend, IN (**housing/car rental covered**) and will train in the Inside and Outside Sales area. Candidates with a degree and **some sales experience** or other **sales internships** completed would be preferred.

The Heraeus Sales reps have the responsibility to **maximize sales results** through assigned accounts **throughout a territory** effectively utilizing distributors and other resources. Human Resources

Heraeus Kulzer, LLC.

HKResume@heraeus.com

www.usa.heraeus.jobs

Sales Internship Program

One Name. One Company. One Success Story.

The Power of One

Heraeus Dental is a high technology dental manufacturing company that provides dentists, labs, and patients with the ultimate in esthetic dental solutions. Heraeus empowers dental professionals around the world with the ability to provide patients with the most natural looking restorations while respecting a healthy and conservative approach to clinical dentistry.

With substantial growth in the dental industry, Heraeus Dental is expanding their sales team **creating new opportunities** throughout the United States. **College graduates, with or without sales training/experience**, can have an opportunity to enter into the health care industry through a customized Sales Internship Program offered by Heraeus. These are **full-time, fully paid positions** that can move a motivated, driven employee from an Intern to a confident, successful outside field sales rep within three to four months. Our **field sales reps' total salary potential** (base and commission) is

approximately \$80k for the first year; and above \$100k potential for highly successful reps (outside reps also have a full benefit package with a car allowance).

The successful candidates will start with paid sales training at the Heraeus Dental Corporate office located in South Bend, IN (housing/car rental covered) and will train in the Inside and Outside Sales area. Once established, the intern will then be integrated into a field sales territory (large metro cities around the U.S) once they have become competent in the skills needed to be successful in the field.

The ideal candidate will possess a BS degree from an accredited college with an overall GPA of 3.0 or higher, preferably with a major in business, sales, or marketing. Candidates with a degree and some sales experience or other sales internships completed would be preferred.

The Heraeus Sales reps have the responsibility to maximize sales results through assigned accounts throughout a territory effectively utilizing distributors and other resources. These positions conceptualize, evaluate, and interpret results throughout their territory to continually enhance the sales and market share of their region. The sales rep must be driven, assertive, enthusiastic, intuitive, results-oriented, and possess strong organizational, communication, relational, and motivational skills while also being a self-starter to achieve optimum sales results. Above average administrative and computer skills are also required.

If you have a strong desire to develop and excel both professionally and financially while providing the resources to create healthy, beautiful smiles and transform lives across the nation – then make the **One Choice** for your career – **choose Heraeus**.

How to Apply:

Send your resume and salary requirements in confidence to:

Human Resources

Heraeus Kulzer, LLC.

FX: (574) 299-6625

HKResume@heraeus.com

Employee Referrals: Send resumes to Sandy.Wisler@heraeus.com

Visit our website at:

www.usa.heraeus.jobs

We are an Equal Opportunity Employer; M/F/D/V