



346 Pike Road, Suite 5 • West Palm Beach, FL 33411
Phone: 877-866-9113 • Fax: 561-244-1927
www.elevateoralcare.com

Preventive Care Consultant (PCC)

Division/Department: Sales

Location: West Palm Beach, FL

Reports to: Team Supervisor-Preventative Care Consultant (PCC)

Pay Grade: ELE 23

Type of Position: Full-time, Exempt

Summary of Position:

Establish and increase sales of Elevate Oral Care (EOC) products in assigned zip codes. Provide consulting, sales, and marketing assistance to EOC customers.

General & Specific Duties: (including but not limited to):

Establish, maintain, and develop customer accounts resulting in an increase in sales. Achieve maximum sales profitability, growth, and account penetration within an assigned territory and/or market segment, as described below.

1. Maintain present sales base with dentists, hygienists, dental therapists, auxiliaries, faculty, students, government installations and medical facilities. Increase sales by selling to new accounts, cross-selling to existing customers, and penetrating with new product introductions.
2. Effectively and efficiently manage territory to maximize sales via lunch and learns, staff meetings, evening seminars, state and local meetings, study clubs, cold calls, and follow-up meetings.
3. Complete assigned administrative reports, territory sales planning, online dental office research, and sales training.
4. Update EOC colleagues of competitive product information and industry news via Slack.
5. Deliver motivational, timely, scientifically sound, and well-prepared Continuing Education, lunch & learns, staff meetings, and presentations to increase the use of preventive and minimally invasive dentistry.
6. Meet objectives for sales, monthly presentations and new accounts.
7. Expedite the resolution of customer problems, complaints and assist in account collections within assigned zip code territory.
8. Responsible for special reporting and documentation of details for specific products as set forth by company, state, and federal regulations.

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- 9. Maintain and update account profiles within NetSuite following all office contacts. Assist in keeping Egnyte reports updated.
- 10. Control expenses including mileage, lodging, meals, entertainment, and samples as approved by Sales Manager.
- 11. Follow sample procedures as outlined in the Quality Manual.
- 12. Represent EOC in an honest and ethical manner and to the highest professional standards and in accord with the Employee Handbook.
- 13. Keep home office informed of essential activities in assigned zip code that affect new product performance, existing products, literature needs, competitive activities, and trends.
- 14. Attend regional and national sales training meetings, local and state tradeshows, and occasionally assist at regional and national tradeshows.

Desired Attributes, Skills, and Experience:

- 1. Self-motivated, driven, and enthusiastic.
- 2. Professional and committed.
- 3. Team player and leader.
- 4. Excellent written and verbal communication skills.
- 5. Comply with FDA guidance on device and drug promotion.

Requirements: (Must be documented):

- 1. Two-year higher education associates degree.
- 2. Clinical dental experience and/or business to business healthcare sales experience.
- 3. Elevate Selling Strong Training (to be complete in training).
- 4. Maintain an insurable driving record at all times.

Prepared by: _____ (name) _____ (title)
 Reviewed by: _____ (name) _____ (title)
 HR reviewed by: _____ (name) _____ (title)

Employee Signature: _____ **Date:** _____