

Valerie Kiser, RDH, BSDH

Senior Sales Executive

Objective-driven and results-oriented sales professional with a proven track record of exceeding sales targets and driving revenue growth ■ Skilled in building and maintaining client relationships, identifying new business opportunities, and developing strategic sales plans ■ Proven ability to effectively influence purchasing behaviors and accelerate market share growth across specialized consumer products and services, equipment and technology, medical device, pharmaceutical, biologics, and software sectors



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PROFESSIONAL SUMMARY

Territory Sales Manager

DEXIS

01/2022 - 05/2023

South Carolina

Responsibility/ Achievements

- Executed highly technical presentations and training on 3D/CBCT imaging and digital treatment planning software to healthcare professionals, driving territory growth by 11%
- Developed and implemented strategic sales plans to penetrate new accounts, resulting in a 16% expansion of the dealer database and a 4% growth in market share
- Cultivated \$400,000 of revenue growth while successfully managing a \$1.8 million territory through strategic planning, aggressive business development initiatives, and effective client relationship management

Senior Territory Manager- Preventive Dentsply Sirona

06/2019 - 01/2022

Charleston, SC

Responsibility/ Achievements

- Successfully increased territory sales by 15% within first year through strategic market analysis, relationship building, and effective negotiation skills
- Boosted sales volume to a substantial \$2.1 million and total revenue by \$850,000 through effective sales initiatives and customer engagement techniques
- Served as Field Sales Training Ambassador in 2020-2021, providing guidance and mentoring to achieve individual as well as team sales targets

Senior Territory Manager- Implants Dentsply Sirona

11/2017 - 06/2019

Wilmington, NC

Responsibility/ Achievements

- Administered customized hands-on training for healthcare professionals to enhance proficiency with implant solutions, improving surgical outcomes by 33%
- Conducted comprehensive market analysis to identify emerging trends and competitive intelligence, enabling proactive sales strategies that increased market penetration by 12%
- Forged strong relationships with new accounts, fostering loyalty that led to a 25% increase in customer retention and the successful development of a \$1.7 million dollar territory



PROFESSIONAL COMPETENCIES

CAPITAL EQUIPMENT SALES

MEDICAL DEVICE SALES

SOFTWARE SALES

BIOLOGICS SALES

SURGICAL SALES

PHARMACEUTICAL SALES

NEPQ SELLING

CHALLENGER SELLING

SOLUTION SELLING

CONSULTATIVE SELLING

B2B SALES

B2C SALES

DIRECT SALES

INDIRECT SALES

BUY & BILL

BUSINESS DEVELOPMENT

COLD CALLING

LEADERSHIP

NEW PRODUCT LAUNCH

NEGOTIATION

SALES PRESENTATIONS

TERRITORY MANAGEMENT

RELATIONSHIP BUILDING

MICROSOFT OFFICE



PROFESSIONAL SUMMARY

Territory Manager- Digital Implant Solutions Dentsply Sirona

05/2015 - 11/2017

Charlotte, NC

Responsibility/ Achievements

- Engaged in regular business reviews with key accounts to identify growth opportunities, leading to a 13% increase in territory revenue
- Skillfully negotiated mutually beneficial purchase agreements aimed at enhancing customer productivity and driving revenue growth, culminating an additional \$600,000 in sales
- Surpassed sales quota while efficiently managing a \$2.4 million dollar territory, showcasing exceptional territory management and sales skills

Account Manager Johnson & Johnson

09/2011 - 05/2015

Charlotte, NC

Responsibility/ Achievements

- Presented highly-scientific, educational presentations to healthcare professionals, generating a 42% increase in sales and a 65% increase in professional recommendations
- Effectively managed a diverse portfolio of target accounts, exceeding annual sales goals by 32%
- Mentored and supported the development of three new team members from 2012-2014, enhancing team productivity by 10% and fostering a collaborative work environment

Clinical Dental Hygienist Tommy L. Kim, DDS/ John Walsh Dentistry

05/2003 - 09/2011

Charlotte, NC

Responsibilities/ Achievements

- Played a critical role in driving revenue growth by identifying and implementing new products and services, resulting in increased profit margins
- Demonstrated prominence in the sales aspect of the practice by organizing and delivering treatment option presentations which resulted in 89% patient case acceptance
- Utilized exemplary communication skills to foster collaborative relationships with both team members and patients, leading to improved patient care and team efficiency



PROFESSIONAL PERFORMANCE

101% to goal 2022

114% to goal in 2021

118% to goal in 2020

President's Club 2020

108% to goal in 2019

106% to goal in 2018

111% to goal in 2017

President's Club 2017

105% to goal in 2016

#1 Mid Atlantic District 2011-2014

Pinnacle Award 2013

Nationally Ranked # 2 Q1-Q3 2013

Pinnacle Award 2012

Nationally Ranked #1 Q2- Q4 2012



EDUCATION

Bachelor of Science, Dental Hygiene

St. Petersburg College

01/2009 - 12/2010

AAS, Dental Hygiene

Central Piedmont Community College

08/2001 - 05/2003



PROFESSIONAL ORGANIZATIONS & CERTIFICATIONS

National Association of Sales Professionals

NEPQ Sales Certified

Challenger Sales Certified

DiSC Certified

Professional Selling Skills Certified