

Title: Sales Account Executive

Location: Remote; Minimal Travel

Job Type: Full-time

Reports To: Chief Growth Officer

About Bright Referral

Bright Referral is revolutionizing the way dental and orthodontic professionals build and manage referral networks. Our digital platform makes it easy for orthodontists and other specialists to grow their practices through strategic, data-driven referrals. We are looking for a **Sales Account Executive** with dental and/or orthodontic industry experience to drive new business, nurture relationships, and expand our customer base.

Job Overview

As a **Sales Account Executive**, you will be responsible for identifying and closing new business opportunities, leveraging your knowledge of the dental and orthodontic industry to connect with prospective clients. You'll play a crucial role in increasing the adoption of our platform, managing the full sales cycle from prospecting to closing and ensuring long-term customer success.

Key Responsibilities

- Identify, prospect, engage, and convert opportunities into Bright Referral customers.
- Execute strategic sales plans to drive revenue growth.
- Conduct virtual product demonstrations and educate prospects on the value of Bright Referral.
- Establish relationships with dental professionals, including dentists, specialists, practice managers, and marketing and treatment coordinators.
- Collaborate with internal teams (Marketing, Customer Success, Development) to optimize sales.
- Track and report sales metrics, pipeline progress, and revenue forecasts to leadership.
- Provide insights on customer needs and industry trends to inform product development.
- Attend and manage sales events - helping to plan and execute a successful conference experience.

Requirements & Qualifications

- **Required:** Previous experience in the dental or orthodontic industry
- 2+ years of experience in sales, business development, or account management.
- Strong understanding of dental office workflows, terminology, and industry challenges.
- Proven track record of meeting or exceeding sales targets.

- Excellent communication and interpersonal skills, with the ability to influence and persuade.
- Tech-savvy with proficiency using CRM software, Slack, Monday, Google Suite, and comfort with AI technology.
- Self-motivated, results-driven, and capable of managing multiple sales opportunities simultaneously.

What We're Looking For

- **Tech-savvy self-starter** who thrives in a digital environment.
- **Strong communicator** with excellent written and verbal skills.
- **Relationship-builder** who can engage customers and drive platform adoption.
- **Sales-oriented mindset**, capable of nurturing leads into new customers.

Why Join Us?

- Competitive base salary with commission potential.
- Opportunity to work with a fast-growing company in a dynamic industry.
- Collaborative and supportive team environment.
- Career growth opportunities within sales leadership and beyond.

If you have a background in the dental or orthodontic industry and a passion for sales, we want to hear from you! Apply today and be part of a team that is transforming how dental professionals grow their practices.

To Apply: Submit your resume to info@brightreferral.co