



DENTSPLY Tulsa Dental Specialties

Job Description **Staff Clinician, Prosthodontist**

Job Code:		Issued:	1/10
Job Grade:		Supersede:	
FLSA Status:	Exempt	Division:	TDS
Standard Hours:	40+	Reports To:	Director, Prof Srvc and Bus Dev

SUMMARY

Provides strong clinical prosthetic direction to guide divisional strategies and initiatives of Industry Relations, Marketing, Sales, Quality, Regulatory and R&D to help grow implant market share. Provides clinical support to each of these areas and to customers. Builds relationships with Key Opinion Leaders (KOL), lectures and teaches.

ESSENTIAL DUTIES

Daily

- Provides technical and clinical advice to doctors placing or restoring implants and laboratories fabricating prosthesis; aids in treatment planning stages and troubleshooting.

Weekly

- Maintains clinical knowledge base; stays abreast of competitive product developments and market trends in areas of expertise and provides clinical information, support, direction to divisional directors/staff to guide strategies to grow market share.

Monthly

- Works closely with Key Account Management group to help facilitate the incorporation of our products into dental school curriculum programs particularly through meetings with program directors and training faculty on implant restorative procedures that support our implant line.
- Meets/works chair side with high volume Prosthodontists who restore implant cases for other specialist customers to show them the benefits of our product line and help them become proficient with restoring our implants.
- Attends selected national association meetings such as AO, ACP, AAP, AAOMOS Implant, ICOI and other industry meetings to critique speakers, gain competitive insight and support Industry Relations initiatives.

Annually

- Helps support divisionally sponsored implant key opinion leader meetings.

ADDITIONAL RESPONSIBILITIES

Includes the following. Other duties may be assigned.

- Performs other duties as requested.

SUPERVISORY RESPONSIBILITIES

- This position does not have supervisory responsibilities.

QUALIFICATIONS /COMPETENCIES

- Knowledge of regulatory requirements relative to assigned areas of responsibility.
- Ability to provide clinical analysis of value of new product ideas.
- General practical knowledge of dentistry procedures.
- Specialized knowledge of Prosthodontics.
- Ability to troubleshoot clinical procedural problems with clinicians.
- Ability to work in a team oriented environment with members of other functional areas, including R&D, Quality, Regulatory, Sales and Marketing.
- In-depth knowledge of relevant dental information with ability to communicate this knowledge clearly and with confidence.
- Ability to create presentations and train clinical groups as needed.

COMMUNICATION SKILLS

- Proven clinical report writing ability.
- Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents.
- Ability to write speeches and articles using original or innovative techniques or style.
- Ability to write clinical lectures.
- Ability to respond effectively to the most sensitive inquiries or complaints. Ability to make effective and persuasive speeches and presentations on controversial or complex topics to top management, public groups, and/or boards of directors.

EDUCATION and/or EXPERIENCE

- D.D.S. degree and post graduate training certification in Prosthodontics.
- Direct clinical experience with dental implants (surgery and restoration) and grafting.
- Experience with medical device regulations and requirements preferred.
- Experience with creating presentations and presenting to small and large groups.

MATHEMATICAL SKILLS

- Ability to work with mathematical concepts such as probability and statistical inference. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

REASONING ABILITY

- Ability to apply principles of logical or scientific thinking to a wide range of clinical and practical problems. Ability to deal with nonverbal symbolism (formulas, scientific equations, graphs, musical notes, etc.) in its most difficult phases. Ability to deal with a variety of abstract and concrete variables.

COMPUTER SKILLS

- Microsoft Word
- Microsoft Excel preferred
- Internet software
- Email application

CERTIFICATES, LICENSES, REGISTRATIONS, MEMBERSHIPS

- Licensed Prosthodontist
- Memberships: American College of Prosthodontists

OTHER REQUIRED TRAINING

Please refer to the training matrix.

PHYSICAL DEMANDS

- The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- Individual's daily routine will consist mostly of office work requiring light physical activity.
- Frequency of on-the-job physical activities:
 - *Infrequent:* Walking,, reach with hands and arms, climb or balance, bending, stoop, kneel, crouch, or crawl
 - *Moderate:* Standing, use hands to finger, handle, or feel
 - *Frequent:* Sitting, manual dexterity, repetitive finger motion; speaking; hearing; seeing (close vision) taste or smell (lab)
 - *Weight lifted:*
 - Up to 50 lbs (Moderate)
- Travel: Frequent (50-75% of time)

WORK ENVIRONMENT

- The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- Moderate noise (examples: business office with computers and printers, light traffic)

OSHA CATEGORY

- This position performs tasks that may involve exposure to blood, body fluids, or tissues. Employees are offered the opportunity to receive the Hepatitis B vaccination series.

Approval: (Initials/date)

Manager: _____

Director: _____

HR*: _____

*Note: If position is management, HR Director will be responsible for signing off.