

Consumables News - Sales Compass

Sales Compass – Your Internal Training Platform

The DS Sales Compass is a key platform for self-study around endodontic and restorative products and solutions. The target group of this platform are marketing managers and sales representatives. A big advantage of this online learning platform is the possibility of blended learning solutions which facilitate and improve upon traditional educational methods.

The Sales Compass provides its users with many assets, allowing all-encompassing trainings leading to success.

- Key information needed for proper positioning and effective selling
- Aims at transferring know-how effectively for a long-term retention of product and sales know-how
- Provides materials to effectively run local product and sales trainings
- Is available online as Website and offline App

Main information per brand:

- Dental knowledge per category
- Key claim explanation
- Key competitor Overviews with strength/weakness analysis
- Feature-Benefit Overview
- Sales Scenarios / Role Plays / Probes
- Training tools such as training videos, presentations, demo tool guidelines
- Scientific Support such as scientific manuals, study compilations, clinical cases, lab reports...

How to access [Sales Compass](#):

Username:

Password:

Login

[Click here](#) if you have forgotten your password or if you are new to the Dentsply Sirona Sales Compass.



Browse to

<https://compass.dentsplysirona.com>

and log in with your DS Email address and your individual Sales Compass password.

Enter the brand you are looking for into the search bar. You will find the training videos tied into each brand's root page.

Respective MP4 and PPTX files are also available for download from section Sales & Marketing Tools.

New users: Please click "Click here" on the login page and you will receive an automatic password by Email (check your junk box in case you don't receive it within 60 Minutes).

See you soon on our Sales Compass!