THE IMPLANT ENGINE

NOW HIRING

Treatment Setter

Full-Time • Fully Remote • Available to work on PST hours

01

About The Company

The Implant Engine is one of the fastest-growing marketing agencies in the United States and the undisputed category leader in full-arch dental implant marketing. In under three years, we've grown from zero to more than 150 partner practices by building a team of exceptional operators, marketers, and problem-solvers who genuinely care about the work they do.

We combine fully custom creative, an in-house dental-trained call center, and AI technology built specifically for this industry, including a smile simulation platform and a call intelligence system unlike anything else on the market.

Everything we build has one purpose: helping more patients regain their confidence while helping dental practices grow.

As a Treatment Setter, you'll play one of the most important roles in making that happen.

02

About the Role

> Imagine changing someone's life in a five-minute conversation.

For many patients, picking up the phone is the hardest part. Some have spent years hiding their smile. Others have convinced themselves treatment isn't possible. Many simply need someone who listens without judgment and gives them the confidence to take the next step.

That's where you come in.

You'll know how to recognize hesitation before it's spoken, ask thoughtful questions, create a space where people feel comfortable opening up, and guide conversations with empathy, confidence, and professionalism. Supported by AI-powered technology built specifically for the dental implant industry, you'll represent the first impression of a category-leading company and help patients take the first step toward changing their lives.

This isn't a traditional sales role. It's for someone who understands that exceptional performance starts with genuine human connection.

03

Core Function

Behind every scheduled consultation is a patient who chose to trust someone with an important decision. Your mission is to earn that trust.

You'll guide patients through their first interaction with our partner practices, understand their concerns, answer their questions, navigate objections, and help qualified patients confidently schedule their consultation.

While this isn't a commissioned sales position, it rewards many of the same strengths: resilience, emotional intelligence, curiosity, active listening, and the ability to build trust quickly.

Healthcare experience is a plus, not a requirement. If you've built a successful career in sales, know how to connect with people under pressure, and genuinely care about helping others make confident decisions, we'd love to meet you.

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What You'll Own

- Create an exceptional first impression for every patient who reaches out by phone, email, SMS, or chat.
- Guide patients from their first inquiry to a scheduled consultation through thoughtful, empathic, and confident conversations.
- Build trust by listening carefully, understanding concerns, and responding with empathy, clarity, and professionalism.
- Navigate objections naturally while helping patients make informed decisions without pressure.
- Take ownership of every lead, ensuring timely follow-up and a seamless patient experience across every interaction.
- Manage appointment scheduling and client calendars with accuracy, urgency, and attention to detail.
- Maintain accurate CRM records and ensure no patient opportunity is overlooked.

- Use our proprietary technology, AI tools, and proven systems to deliver a consistently outstanding patient experience.
- Continuously improve through coaching, feedback, and a commitment to personal excellence.

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What You'll Bring

- A proven background in sales with a track record of achieving results in fast-paced, target-driven environments.
- The ability to build trust quickly and guide conversations with confidence, empathy, and emotional intelligence.
- A genuine desire to help people make important decisions during vulnerable moments.
- Strong objection-handling skills and the resilience to stay composed under pressure.
- Medical or dental patient intake experience is a strong advantage but not required.
- Excellent communication skills, both written and verbal.
- Confidence in learning new technology and adapting quickly as our AI tools continue to evolve.
- Experience using CRMs, Asana, or similar platforms to manage your work effectively.
- A strong sense of integrity, professionalism, and respect for HIPAA compliance and patient confidentiality.

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What You'll Get

- $1,500 USD/month salary + performance-based commission.
- A clear career path with opportunities to grow your responsibilities, skills, and leadership within the company.
- Remote work flexibility.
- The opportunity to make a measurable impact on company growth.

INTERESTED IN JOINING THE IMPLANT ENGINE?

Send your CV along with a short 3—5 minute Loom sharing your healthcare/dental experience, why you're interested in this role, and how you approach your work.

careers@theimplantengine.com