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# Dental and Oral Health

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## The business of dentistry

**Saurabh Lall**  
Clove Dental, India

The Business of Dentistry' is a miniature dental sales training which will encompass around the topics like being a trusted advisor to dental sales pitch and communication, also cost negotiations and closing the deal with time management to increase efficiency and feedback mechanisms to upgrade a practice and documentation of records. Strategizing & driving initiatives in healthcare pertaining to Med-Tech, Home Care Services, Medical Tourism, and Marketing & Sales in retail healthcare, Operations, Training & Customer Service. From a Healthcare Training & Development standpoint. Career Pathing, Content Development, TnA, Strategy, planning & Execution. Trainings include Soft Skills & Leadership trainings to doctors & allied staff. Also to handle Customer Service including E2E Patient Grievance Strategy & Management.

## Biography

Dr. Saurabh Lall is a Consultant at Savera - The Dental Renaissance in India since December 2008 and at Dr. Lalls' Dental Centre since December 2008. He is also a Visiting Consultant at NKS Humane Science Superspeciality Hospital. Dr. Lall graduated in Dental Surgery from Meerut University (India) & acquired a scholarship based Certificate in Aesthetic & Cosmetic Dentistry. He is a specialist in Periodontology and Implant Dentistry. An Ex-House Surgeon at Lady Hardinge Medical College & Associated Hospitals (Government of India), Dr. Lall is trained in Oral & Maxillofacial Surgery. He has authored many Scientific Paper Presentations & Journal Publications in national & international journals. Apart from being an Authorized Freelance Writer for online Continual Education Courses & an Online Consultant for many Medical Consultancies; he also serves as a Member of the Editorial Board of The Scientific Medicine, an international peer-reviewed medical journal & an Editorial Reviewer to international dental journals; Quintessence International (Illinois, USA), World Journal of Dentistry (Jaypee Group), Clinical Research Organisation (Nairobi), Dental Practice (South Asia Edition) & Journal of Periodontology & Implant Dentistry (Iran), to name a few. He is also the proposed Assistant Editor to Journal of International College of Dentists. Dr Lall has contributed a chapter to a book for graduate & postgraduate students authored by the Director General, AMITY University (India). He is the recipient of the prestigious J. N. Uppal national award for outstanding contribution to dentistry in 2008 and the Pierre Fauchard Academy International Senior Student Award (USA) in 2009. Lately, he is extensively working on Bone Regeneration Models in collaboration with Ranbaxy Laboratories Ltd. Apart from this, he is an International Research Associate in the field of Neuromuscular Dentistry.

[saurabhlall.delhi@gmail.com](mailto:saurabhlall.delhi@gmail.com)

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