

Career Focus on...

Allied Dental Services

Introduction

- Do you have a dental assistant certificate and a desire to advance further in the dental health field?
- Do you have good organization skills, communication skills, and the ability to work on multiple projects at once?
- Are you interested in sales, marketing, management, or learning more about dental science?

If you answered “yes” to these questions, you may want to consider a career in one of the Allied Dental Services.

Did You Know...?

- Quinsigamond Community College’s Allied Dental Services program offers three distinct tracks for dental assistants looking to expand their skill set.
- Not all dentistry jobs are patient-facing roles in a typical dentist’s office. The Allied Dental Services program at QCC can prepare you for working with patients, but it can also help teach you how to manage a dental office, sell dental products, or work with dental marketing.
- Jobs in dentistry are expected to grow quickly in the coming years; as demand for dental work increases, more jobs should open up in dental sales, marketing, insurance, and management.

Accounting Assistant--Finance Assistant @ QCC

The Allied Dental Services programs at QCC are designed for students who have already completed a certificate in Dental Assisting at a postsecondary school.

All three Allied Dental Services programs prepare students for a variety of roles in the dental field, but each one has a particular focus or mission: The Dental Office Management program teaches the work of administering dental offices, including people management and computer skills, while the Dental Sales & Marketing allows graduates to work as sales representatives for dentistry companies. The Health Science degree is a good fit for students who may want to transfer to a Dental Hygiene course.

The Allied Dental Services programs vary in length from four to five semesters. Students in all three tracks must participate in clinics or externships to complete their degrees. Health and immunization records must be submitted as part of the course application.

Career Options

DENTAL ASSISTANT

Median Annual Salary: \$33,470

Recommended Education: Postsecondary non-degree award

www.bls.gov/ooh/healthcare/dental-assistants.htm

DENTAL LABORATORY TECHNICIAN

Median Annual Salary: \$35,140

Recommended Education: H.S. diploma or equivalent

www.bls.gov/ooh/production/dental-laboratory-technicians.htm

DENTAL HYGIENIST

Median Annual Salary: \$68,250

Recommended Education: Associate’s degree

www.bls.gov/ooh/healthcare/dental-hygienists.htm

DENTIST

Median Annual Salary: \$146,920

Recommended Education: Doctoral degree

www.bls.gov/ooh/healthcare/dentists.htm

WHOLESALE OR MANUFACTURING SALES REPRESENTATIVE

Median Annual Salary: \$56,620

Recommended Education: H.S. diploma, plus some work experience

www.bls.gov/ooh/sales/wholesale-and-manufacturing-sales-representatives.htm

Worcester Area Employers

- Local dentists, including many who participate in QCC externships
- Family Health Center of Worcester
- Aspen Dental
- Bicon Dental Implants
- Keystone Dental Inc.
- Sterngold Dental LLC

Next Steps

Wondering if Allied Dental Services is right for you?

- Take a Career Assessment to match your interests with potential careers:
www.qcc.mass.edu/t3/ort/sites.html#careerassess
- Research the web links on this *Career Focus* page, as well as links suggested online under Career Information: www.qcc.mass.edu/t3/ort/sites.html#careerinfo
- Conduct an Informational Interview with someone employed in the field. For more information on how to do this, review the Informational Interview links online:
www.qcc.mass.edu/t3/ort/sites.html#infointerview
- Attend a Career Planning Session. For more information, and the current schedule, visit Career Academic Personal Success (CAPS) online:
www.QCC.edu/services/academic-advising/career-academic-personal-success
- Speak with an Advisor:
www2.qcc.mass.edu/advising/
- Speak with QCC Faculty who teach Allied Dental Services courses.

Sources Used

Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook, 2012-13 Edition*:

- Dental Assistants:
www.bls.gov/ooh/healthcare/dental-assistants.htm
- Dental Hygienists:
www.bls.gov/ooh/healthcare/dental-hygienists.htm
- Dental Laboratory Technicians:
www.bls.gov/ooh/production/dental-and-ophthalmic-laboratory-technicians-and-medical-appliance-technicians.htm
- Dentists:
www.bls.gov/ooh/healthcare/dentists.htm
- Wholesale and Manufacturing Sales Representatives: www.bls.gov/ooh/sales/wholesale-and-manufacturing-sales-representatives.htm

Massachusetts Executive Office of Labor and Workforce Development, "Fastest Growing Occupations Through 2014."

Quinsigamond Community College Website:

- Allied Dental Services Associate Degree: Dental Management Option:
www.qcc.edu/academics/health-care/allied-dental-services-dental-office-management
- Allied Dental Services Associate Degree: Dental Sales & Marketing Option:
www.qcc.edu/academics/health-care/allied-dental-services-dental-sales-marketing
- Allied Dental Services Associate Degree: Health Science Option:
www.qcc.edu/academics/health-care/allied-dental-services-health-science

Professional Associations

- American Association of Dental Office Managers:
www.dentalmanagers.com
- American Dental Assistants Organization:
www.dentalassistant.org
- American Dental Hygienists' Association:
www.adha.org
- International Federation of Dental Hygienists:
www.ifdh.org
- Organization for Safety, Prevention and Asepsis: www.osap.org

Positions Entered by QCC Graduates

- Dental Assistant
- Dental Office Receptionist
- Front Desk Manager
- Office Manager, Dental Practice
- Sales Representative, Dental Supply Company

Employment, Co-op, Internship, or Service Learning Opportunities

Contact the Career Placement Office:
www.QCC.edu/pages/Career_Placement.html

Possible Transfer Schools

- Bristol Community College
- Cape Cod Community College
- Massachusetts College of Pharmacy and Health Sciences (Boston Campus and Online)
- Middlesex County College
- Mt. Ida College
- Springfield Technical Community College
- UMass Amherst
- Worcester State University

Specific Transfer Information?

- Start at the QCC Transfer web site:
www.qcc.mass.edu/transfer
- Make an appointment online with the Transfer Advisor:
www.qcc.mass.edu/transfer/calendar
- Email questions to:
transfer@qcc.mass.edu