Jo Salcedo, Highlighted By Influential Women, Champions Confidence And Innovation In Digital Dentistry



LOS ANGELES, CA, UNITED STATES, September 24, 2026 /EINPresswire.com/ -- Empowering Dental Professionals Through Education, Technology, and Continuous Learning

California – Jo Salcedo has built a career around a simple but powerful belief: technology creates its greatest impact when people have the knowledge and confidence to use it effectively. As a seasoned dental technology leader, educator, and public speaker, Jo has dedicated more than three decades to helping dental professionals, sales teams, dealers, and strategic partners navigate the evolving world of modern dentistry.

Today, Jo serves as Senior Product and Sales Training Specialist for DEXIS IOS, where she supports the successful adoption of digital dentistry solutions through education, training, and professional development. Her work combines extensive clinical experience with deep expertise in digital workflows, product education, trainer development, and commercial sales training.

Jo's journey in dentistry began in 1990 as a dental assistant. Her early career provided hands-on experience in oral surgery, general practice, billing, insurance, and practice management. After two decades working chairside and managing multiple dental practices, she entered the emerging field of digital dentistry through a pioneering digital laboratory startup.

That transition became a defining moment in Jo's professional journey. It sparked her passion for connecting dental practices and laboratories through digital workflows, intraoral scanning, and treatment planning. As technology continued to transform the industry, Jo expanded her

expertise through leadership positions with companies including 3Shape, Planmeca, Carestream Dental, and DEXIS Envista.

Throughout her career, Jo has remained focused on one central goal: helping people understand and confidently implement new technology. She develops training programs, delivers presentations at major global events, coaches trainers and sales professionals, and creates educational content for clinicians around the world.

For Jo, education extends beyond simply explaining how a product or system works. She believes effective education should build confidence and empower people to recognize their own capabilities. Her leadership philosophy is grounded in accountability, continuous learning, and the belief that everyone has a role to play in helping others succeed.

This philosophy is particularly important as dental professionals face the rapid pace of technological advancement. New digital systems and devices can improve efficiency and patient care, but adopting them can also create challenges for professionals who must continually learn new processes. Jo sees an important opportunity in helping individuals approach these changes with confidence rather than uncertainty.

Her message to young women entering the industry reflects the same principles that have guided her own career. Jo encourages women to know their worth, believe in their abilities, remain resilient, and refuse to allow circumstances to define their potential. She believes perseverance and self-confidence can help individuals overcome challenges and accomplish more than they initially imagine.

Empowerment, accountability, and resilience remain central to Jo's work and personal life. Whether she is training a sales professional, educating a clinician, or speaking before an international audience, she strives to help people recognize their value and reach their potential.

Through her continued work in dental technology education and training, Jo Salcedo remains committed to helping professionals embrace innovation with confidence. By connecting technology with practical education and human empowerment, she continues to contribute to a more digitally capable dental industry and, ultimately, better patient outcomes.

Learn More about Jo Salcedo:

Through her Influential Women profile, https://influentialwomen.com/connect/jo-salcedo

Influential Women

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