

SPOTLIGHT ON MEDICAL TECHNOLOGY

A career with a future at
a family-owned business

Dürr Dental Global GmbH is a full sales subsidiary of the German Dürr Dental SE. As technology leader in its field of business, the Dürr Dental group with its more than 1.400 employees develops, produces and sells system solutions and services for the health sector with an annual business turnover of more than € 381 million with customers in 174 countries in 2025 all over the world.

Product Specialist X-Ray Japan (m/f/d)

Based in Japan

Your Responsibilities:

- Identify and develop new business opportunities for dental CBCT, X-ray, and digital imaging solutions in Japan.
- Conduct market research and competitive analysis to identify market trends, customer needs, growth opportunities, and competitive developments.
- Build and maintain strong relationships with dental clinics, distributors, key opinion leaders, and other relevant industry partners.
- Develop and implement strategic sales and business development plans to achieve agreed targets.
- Manage and support distribution partners in promoting and selling Dürr Dental's imaging solutions.
- Work closely with Dürr Dental Japan and the German headquarters to plan and execute product launches, promotional campaigns, and sales initiatives.
- Deliver product presentations, demonstrations, and training sessions to customers, distributors, and other business partners.
- Support customers and distribution partners throughout the sales process and coordinate appropriate after-sales support.
- Monitor sales performance, market developments, customer feedback, and competitor activities and provide regular reports to the relevant stakeholders.
- Cooperate closely with technical and service teams to ensure a high level of customer satisfaction and the effective resolution of product-related issues.
- Represent Dürr Dental at trade fairs, congresses, exhibitions, and other industry events.
- Travel within Japan and internationally as required for customer visits, business meetings, training sessions, and industry events.

Requirements:

- Several years of professional experience in sales, business development, product management, or a comparable commercial role within the dental or medical device industry.
- Strong technical and commercial knowledge of X-ray systems, preferably including dental CBCT solutions.
- A good understanding of digital dental workflows, imaging software, IT infrastructure, and network environments.
- Proven ability to develop markets, manage customer relationships, and work successfully with distributors or other sales partners.
- Strong communication, presentation, negotiation, and interpersonal skills.
- Strategic and analytical thinking combined with a practical and results-oriented approach.
- A high degree of self-motivation and the ability to work independently in a field-based role.
- Willingness and ability to travel regularly within Japan and occasionally internationally.
- Native-level Japanese language skills.
- Business-level English communication skills, both written and spoken.
- Ability to communicate confidently with customers and business partners in Japan as well as with colleagues and stakeholders at the German headquarters.
- Willingness to relocate or return to Japan if currently based abroad.

Our Offer:

- competitive and performance-based compensation package
- flexible work environment with the possibility to work remote
- We value teamwork and cooperation: You will work in a highly motivated team with a target-oriented atmosphere
- professional development opportunities e.g. through online training platform, regular product trainings and induction at our German HQ near Stuttgart
- open corporate culture and short decision-making processes within a family-owned company
- space for creativity and the chance to influence the international growth of DÜRR DENTAL

If you want to be part of a dynamic company that values and encourages its employees, please submit your full application with your salary expectation and earliest starting date online: duerr-career.com We look forward to hearing from you and learning more about your skills and ambitions.

Apply Now

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