

SPOTLIGHT ON MEDICAL TECHNOLOGY

A career with a future at
a family-owned business

Dürr Dental Products UK Ltd 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 1.350 employees develops, produces and sells system solutions and services for the health sector with an annual business turnover of more than € 374 million with customers in 174 countries in 2024 all over the world.

Product Specialist Hygiene & Dental care – SW England/W London

Your Responsibilities:

- Develop and grow the hygiene and dental care business within the assigned territory, with a strong focus on achieving sales targets and driving sustainable growth
- Identify, evaluate, and prioritize market opportunities, customer needs, and competitive activity to support strategic planning
- Organise and deliver regular product training to ensure up-to-date knowledge among partners, dealers, and end users
- Plan, coordinate, and deliver educational activities including practice visits, CPD lectures, trade fairs, and KOL meetings, ensuring effective lead generation and follow-up
- Build, develop, and maintain strong working relationships with dealers and dental professionals across both private and NHS sectors
- Support dealer partners in sales, marketing initiatives, customer engagement, and business development activities
- Collaborate closely with the UK Hygiene team, Hygiene Competence Centre, and Head Office business units to align local activities with national strategy
- Gather and share market intelligence to support internal marketing and social media initiatives

Requirements:

- Experience in dental consumables sales with a strong ability to identify new business opportunities, grow sales and gain market share, with a proven track record of success
- Demonstrate the ability to communicate, present and influence effectively at all levels of the organization

- Committed to continuous education through workshops, seminars and conferences
- Ability to work remotely and as a team player
- Able to work creatively and have a structured working mindset
- Have good presentation and communication skills
- Willingness to travel

Our Offer:

- competitive and performance-based compensation package
- flexible work environment
- 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

Position:

- Location: London/SW England
- Need to travel: yes – frequently and occasionally on weekends
- Probation Period: 6 months
- Occupation: 100%

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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