

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 1.350 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 (m/f/d) – Middle East

preferably located in Dubai

Your Responsibilities:

- responsible for developing our hygiene and dental care business in the assigned area, with a high focus on sales growth
- explore and establish business opportunities, determining and prioritizing market needs as well as observing the competition
- organize regular training to ensure the up-to-date product knowledge of our partners and end users
- initiate, prepare, and implement educational measures (via visits, CME lectures, trade fairs, KOL meetings) and ensure timely lead generation and follow-up
- develop and maintain positive and close working relationships with dealers and local dentistry professionals (private and government sector)
- support our dealers in their sales and marketing activities, customer visits, business development activities.
- stay in close contact and exchange ideas with the Hygiene team, Hygiene Competence Centre, and Business unit at Headquarters

Requirements:

- at least 2 years of practical experience working as a dentist, dental hygienist or dental consumables sales with a strong ability to identify new business opportunities, grow sales and gain market shares, 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
- good presentation and communication skills
- willingness to travel

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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