

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 and Imaging CEEU Adria Region, BG, HU (m/f/d)

Your Responsibilities:

- further developing the business of Imaging products in this region
- create & maintain a positive relationship with our long-standing partners and customers
- creating regional sales & marketing strategies with the support of the local Country Managers for Dürr Dental imaging products
- creating the right After Sales / Service structure for the Imaging product line in this region with the support of AM
- building new networks / relationships and fostering with existing KOLs / partners / universities / industry partners
- translation of the group strategy for Imaging / CBCT products to the regional markets
- conducting training for dealers and end customers in our training center and on-site at customer locations
- providing technical advice and support to end users & dealers during the installation, repairing and servicing of 2D & 3D digital dental x-ray and dental CBCT equipment
- work closely with headquarters Product Management & Service Department
- representation of Dürr Dental at trade fairs and events throughout the region
- reporting to the Area Sales Manager for the whole region

Requirements:

- expertise in X-ray/Imaging/CBCT and proven track record
- profound knowledge (also technical) of dental X-ray /CBCT and related products
- proven track record in sales & marketing / product management of imaging products, preferably in the dental sector
- strong commercial acumen and experience conducting market and competitor analysis

- excellent presentation, training and communication skills
- ability to create/ to develop a product strategy from launch to successfully implementing dental Imaging products
- extensive knowledge of PC hardware, network and system configuration in the Microsoft OS environment
- positive and pro-active mindset
- high affinity to IT and dental imaging software
- ability to resolve problems, think analytically and communicate professionally under high-pressure and time-sensitive in customer environments
- high-performing, responsible and result driven team player
- strong willingness to travel (approx. 50%) within the region of responsibility as well as to the HQ in Germany
- able to work independently with minimal supervision
- highly proficient in spoken and written English & driver's license
- permanent residence in one of the listed countries within the European Union

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](#)

DÜRR DENTAL GLOBAL GMBH
Höpfigheimer Strasse 17
74321 Bietigheim-Bissingen

