

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 (m/f/d) – Saudi Arabia

Your Responsibilities:

- visit clinics, universities and dentists, perform demonstrations and trainings of hygiene products within Saudi Arabia
- explore and establish business opportunities, identify and prioritise market needs and monitor competition
- develop and maintain positive and close working relationships with channel partners and local dentistry professionals
- support our channel partners in their sales and marketing activities, customer visits, business development activities
- operate as a speaker at product trainings, courses and webinars
- Initiation, preparation, and implementation of educational measures (via visits, CME lectures, seminars, trade fairs, congresses) and ensuring timely lead generation and follow up
- organise regular trainings to ensure up-to-date product knowledge of our partners
- develop and maintain positive and close working relationships with key private accounts and the government sector
- stay in close contact and exchange ideas with our Hygiene Competence Centre & Business Unit – Hygiene at the Headquarters

Requirements:

- two years working experience as a dentist or dental hygienist or dental assistant
- sales experience in the dental or medical consumables industry would be an advantage
- strong ability to identify new business opportunities, to grow sales and to gain market shares with a proven track record of success
- ability to build strong professional relationships through communication and interpersonal skills
- goal-oriented team player with a track record of success and the ability to work independently
- excellent written and verbal communication and presentation skills in Arabic (native level) and professional English
- willingness to travel – mainly within Saudi Arabia and some international travel

- residence in Saudi Arabia
- valid driver's license is essential

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

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