

# 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 and Hygiene Specialist (m/f/d) – Baltic States

### Your Responsibilities:

- visit dentists and dental hygienists
- perform demonstrations and conduct trainings on hygiene and prophylaxis products within the Baltic States
- explore business opportunities and develop the sales of our complex dental products (with focus on hygiene, disinfection and periodontic treatment)
- develop and maintain positive and close working relationships with the channel partners and local dental professionals as well as visit them on a regular basis
- support our channel partners in their sales and marketing activities
- report progress on the above on a monthly basis to the Business Development Manager to evaluate progress on milestones towards goals
- make a special effort to understand the needs of dentistry and the use of product technology to address these challenges

### Requirements:

- extensive experience in selling and building professional relationships in the dental or medical technology field through distributors and/or working as a dental nurse or hygienist
- strong ability to identify new business opportunities, increase sales and gain market share
- ability to build strong professional relationships through interpersonal and social skills
- strategic and results-oriented team player with a track record of success and the ability to work independently
- strong verbal and written English skills and native-level proficiency in Lithuanian

- willingness to travel as well as a valid driver's license

## 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](https://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

