

elexxion AG has been active in the development, production and sale of high-quality dental laser technology „Made in Germany“ since 2002. For a continued successful growth we strengthen our sales team. We are looking to recruit at once:

Regional Sales Director Europe (m/f/d) and Regional Sales Director D/A/CH (m/f/d)

Responsibilities:

- Accomplishing the regional sales target Europe or D/A/CH assigned by the company.
- Finding or having an exclusive distributor in each country
- Distributor Management, including product register, training, marketing support and technical support.
- Assisting these distributors to set up sub-dealers network.
- Planning and organizing exhibitions in the region and academic promotions.
- Coordination of tender preparation in collaboration with internal sales and review of customers proposals.
- Proactive communication and reporting with internal interfaces, and regular visits to the company's headquarters in Singen/Germany.
- Continuous market and competitor observation as well as trend research.

Qualifications:

- Honesty and integrity, hard-work, and be able to travel frequently.
- Basic knowledge in ISO 13485/MDD/MDR is an advantage.
- About 3 to 5 years of professional experience of sales in dental instruments channel in the specific region and you have the resources of distributors (Knowledge of laser technology would be an advantage).
- Having been working in one company at least more than 3 years with outstanding performance and achievements.
- Good education background with a degree, professional quality, excellent study ability and intercultural competence.
- Fluent English and German oral and written negotiation skills.

We offer an interesting field of activity, a monthly fixum and a success-dependent commission.

If you recognize yourself in this profile, we look forward to receiving your detailed application, including salary expectation and earliest possible starting date, preferably by email to Marcel Schlapeta (schlapeta@elexxion.com)