



At the Ivoclar Group, we support dentists, dental technicians and dental hygienists both professionally and personally in fulfilling their passion and purpose: to ensure that people have the best possible oral health care and quality of life, today and in the future. We are inspired by the knowledge that together we are better.

Do you want to work together with us to make people smile?
Then come and join our Nordic team as:

Business Development Director Finland & Denmark

Location Finland (Home-office based)

Your responsibilities:

Market Management

Developing our business within the clinical and dental laboratory segments, and related stakeholders, across Finland and Denmark. Strategy implementation, business planning, target achievement (revenue, cost and profit contribution). Engaging with key customers, end-users, and influencers (e.g. Universities and opinion leaders) to ensure best possible knowledge, preference, and deployment of Ivoclar products and solutions.

Channel Management

Responsible for building, managing, and nurturing our local distribution channel partners in accordance with corporate initiatives, programs, guidelines, and agreements. Conducting target setting, business reviews, training, and marketing activity planning with customers/distribution partners.

Marketing, Communication, Training & Education

Cooperation and coordination with marketing department, regarding marketing planning, and local execution of relevant advertising campaigns/marketing programs. Contribute to proper local introduction of new products, solutions, and services across all stakeholders and customer segments. Cooperation with our academy, training & education function, ensuring the desired planning, availability and execution of local lectures, courses, events and product seminars.

Leadership

Leadership, management, development, support and administration of local organization. Responsible for ensuring compliance with Ivoclar's business ethics, our Code of Business Conduct.

Responsible for 4 staff members in 2 countries.

Reports to General Manager Nordics, and part of Nordic Management Team.

Contact information:

Do you want to be part of a successful Nordic team with the mission "Making People Smile"?

Feel free to send your application to the following e-mail address: malin.berggren@ivoclar.com

For further questions, contact: Simon Jensen +45 40 35 74 11.

Call us today or send your application no later than 2023-02-28

Start of employment: by appointment.

Interviews take place on an ongoing basis.

ivoclar.com

Your qualifications:

- Education and solid knowledge within the field of dentistry.
- Profound sales management, key account management, market- and business development experience.
- Several years of leadership, managerial and team lead experience, with great desire to further develop yourself and the staff reporting to you, within this area.
- A strategic focus, attention to quality, and a structured way of working. Flexibility, as well as being good at planning your working hours, as the service involves approximately 3 travel days per week, covering both Finland and Denmark.
- The ability to work proactively, independently, and hands-on but with a strong team spirit.
- You have an open personality, and you like to collaborate and meet new people, as well as developing the staff that report to you.
- A value selling mindset with a desire and commitment to putting customer first.
- Fluent Finnish and English in speech and writing.

Let's achieve our goal together. If you are looking for a job where you can contribute actively, develop personally and professionally and make a lasting difference then this is the right place for you. As an international family business with a long-term perspective, we know that it is our 3700 employees that are the key to our success.

The Ivoclar logo consists of a small green dot above the word "ivoclar" in a bold, blue, lowercase sans-serif font.