



Since almost 30 years the name Creation has stood for high-quality and aesthetically superior dental ceramics and artificial teeth. Our products are extremely reliable in their handling, expressive in their colour effects and brilliant in their results. Dental dreams become reality with Creation Willi Geller. For our location in Meiningen/Austria we are currently looking for an

Area Sales Manager Europe (m/f)

Purpose:

The Area Sales Manager Europe oversees and develops the sales operation of Creation in the area of EMEA – Europe, Middle East and Africa and develops a close relationship to our national distribution partners (authorized dental dealers) to grow business constantly. He/she is an expert in understanding and capable of demonstrating our products, engaged in the market area, trends, opportunities and competitive activities.

Main Responsibilities:

- Manage the markets of responsibility in an independent strategic and operational way and execute projects consistently and professional
- Develop and maintain existing customer relationships and identify new Creation users and new business opportunities in the responsible area
- Advise customers with professionalism and participate in trade events and congresses to assist the dealers with hands-on demonstrations and stay up to date with products and competitors
- Visit dental laboratories of Creation users on a regular basis and collect their feedback with our products and find solutions for any problems they face
- Observe and analyse market developments/trends and increase business opportunities through various trade channels
- Plan, organize and realize product demonstrations and trainings at our training center in Meiningen, Austria and in the markets of responsibility
- Assist in the yearly planning and budget preparation as well as responsibility for sales and cost controlling in the EMEA markets
- Report Sales figures and forecasting
- Occasional assistance in new product projects

Requirements & Skills:

- Professional education as a dental technician
- 3-5 years of Sales experience in a similar assignment
- Commercial skills and the ability to negotiate successfully with customers and distributors - a proven track record of success in growing international sales is a plus.
- Hands on demonstration and educational skills
- Strong interpersonal and communication skills
- Fluent knowledge in English is mandatory. Any additional European language is an asset.
- Good Windows (MS Office) command
- Willingness to travel frequently and to work on weekends (according to key dental exhibitions participation requirement)

We offer you:

- Attractive and performance-based salary
- A challenging job in a growing international company and a dynamic team
- A Company car including private use feasibility

Interested?

Then please send your CV and motivational letter to admin@creation-willigeller.com