



GC Corporation was founded in 1921 in Japan and has developed itself into one of the most prominent companies in the development, production and distribution of a very wide range of dental products. Since 1972 GC Europe NV, our European Headquarter is located at the Researchpark Haasrode in Leuven. GC Europe NV supports and leads our different sales offices and supports authorized dental dealers. Our warehouse distributes our products throughout Europe, Middle East and Africa. Additionally, we offer state of the art products and systems for dental technicians. We are currently looking for a:

Professional Services Manager (m/f)

Purpose of the job:

Professional Services is responsible for creating strategies and actions to manage Key Opinion Leader (KOL) programs in order to create awareness in this group of stakeholders aiming for the dissemination of the messages related to the marketing strategies behind the different products. This includes initiatives for corporate professional relations and scientific affairs, co-working effectively on the following areas of interest: scientific marketing, product development and innovation, market intelligence and training programs.

Main Responsibilities:

- Develop strategies to create and maintain solid relationship with Key Opinion Leaders in order to benefit from their expertise and set them as multipliers of the company's marketing strategies.
- Manage contracts with KOLs and Universities to ensure fulfillment of their terms.
- Provide Follow up & Correspondence with KOLs following meetings, congresses and other KOL events.
- Plan and control the Budget for activities related to Professional Services.
- Develop strategies to maintain a database related to GCE KOL and promote the maintenance of such database at local level (local Professional Services).
- Support local Markets on the promotion of strategic activities with KOLs in the area of Professional Services (Local Advisory Boards, Study Clubs, Special Training Groups, Podium Presence, etc).
- Visit opinion leaders and influential end users (universities, dentists, dental technicians) to assure their participation as multipliers for sales.

Requirements:

- The Professional Services Manager must work in a team environment while managing multiple projects.
- Experience in sales or marketing in the area of dental materials is necessary.
- Scientific/Academic background in the area of health care or more specifically in the area of dental materials is preferred.
- Ability to establish solid relationships with customers and Key Opinion Leaders is required.
- Experience in development of educational materials and training programs is preferred.

We offer you:

- A challenging job in a growing international company
- Full time employment
- Flexible hours and competitive salary including benefits

Interested?

Don't hesitate to send your CV and motivational letter to hr@gceurope.com.
In case of questions, please contact our HR department through +32 16 74 13 18

