



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.

Ivoclar is looking for a Business Development Director, Finland and Denmark, to inspire and motivate the professional and dedicated organization and to grow and develop the business. Do you thrive from seeing people succeed and do you have a genuine desire to build long-lasting client relationships? Can you relate to the Ivoclar values: Respect – Smile – Act – Focus – Grow? If you answered yes, and you are eager to work with high-quality and innovative dental care products and you have past experience from the dental sector then you should take a look at the below link and apply soonest, no later than **21.1.2024**.

Business Development Director Finland & Denmark

Location Finland (Home-office based)

Your responsibilities:

Strategy Implementation, Business Planning, Target Achievement

- Drive and support the local markets in Denmark & Finland regarding Ivoclar's solutions, in collaboration with our established dealer network, and in collaboration with your other Nordic Ivoclar colleagues.
- Implementation and achievement of corporate strategic objectives & adherence to strategic priorities.
- Responsible for profit targets, incl. cost responsibility.
- Participate and support in coordinating, planning and conducting product seminars, courses, and events.
- Responsible for 3 staff in 2 countries. Report to General Manager Nordics.

Business Development Management

- Responsible for building, managing, and nurturing local business development-, field consultants-, KAM activities, reselling & Distribution channels, in accordance with corporate initiatives, programs, and guidelines.
- Responsible for ensuring required distribution agreements and annual renewal/adaption, conducting business review, and marketing activity planning with customers/distributors.

Product Marketing

- Cooperation and coordination with marketing department, regarding proper local introduction of new products, solutions, and services across all stakeholders and customer segments.
- Cooperation and coordination with marketing department, regarding marketing planning, and local execution of relevant advertising campaigns/marketing programs.

Leadership & Compliance

- Leadership, management, development, support and motivation of local organization/subordinate functions.

Your qualifications:

- Education in the field of dentistry and Key Account Management experience.
- Existing sales experience, including sales management and team lead experience, with great desire to further develop yourself and the staff reporting to you, within this area.
- A commercial/academic/business degree will be advantageous.
- Experience from B2B sales.
- Fluent Finnish and English in speech and writing.
- A strategic focus and a structured way of working, as well as being good at planning your working hours, as the position involves approximately 3 travel days per week.
- The ability to work proactively, independently, and flexibly, but with a strong team spirit.

You should also have an open personality, and you like to collaborate and meet new people, as well as developing yourself and the staff that report to you.

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.

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: info.se@ivoclar.com

Or please send your application letter & CV to Fairchild Executive Search consultant Anne Wikman by mail resume@fairchild.fi

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

Start of employment: according to agreement. Interviews take place on an ongoing basis.

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