

Bien-Air Dental SA is one of the leaders in powered dental instrumentation for more than fifty years. At the forefront of technology, we develop, manufacture, and sell our own devices and accessories. Inventiveness, innovation, and the quality of our products and services, have taken us to an enviable market position worldwide. As we are planning to expand our subsidiary network, we are currently looking for a:

SALES & AREA MANAGER BRAZIL

Mission:

As our Sales & Area Manager Brazil you create, maintain and grow business in Brazil by promoting the Bien-Air brand, our products and services through the appropriate infrastructure, sales and service network in accordance with the Bien-Air Global Strategy and Sales Strategy.

Tasks:

- Adapt, implement and monitor sales and marketing strategy for Brazil
- Support the creation of our subsidiary in Brazil
- Create, maintain and develop a network of Key People (personal market presence)
- Create, maintain and monitor efficient and lean sales and administrative processes
- Create and implement the marketing plan in accordance with HQ
- Develop a network with partners, dealers etc.
- Survey and benchmark of competition and markets
- Create, implement customer training and event program
- Establish sales budget and monitoring, achievement of targets agreed on
- Financial and commercial reporting as well as reporting of product related information (after sales, PMS, vigilance) and implementation of actions pertaining to.
- Enable sharing of best practices and exploit synergies between the markets. Close collaboration with other Area Sales Managers, Marketing, Finance, Business Development and other affected departments
- Manage the local entity according to applicable laws, regulatory & quality requirements as well as internal regulations (finance, human resources, security, medical device directives etc.)
- Contribute to apply the quality policy and security of Bien-Air

Skills:

- Successful experience in a similar position in a high-tech equipment business organization
- Strong interpersonal, analytical, organizational, leadership and problem-solving skills
- Effective oral and written communication skills
- Excellent computer skills and proficiency in MS Office applications
- Language skills: oral / written proficiency in Portuguese and English. Any additional language is an asset.

We offer state-of-the-art conditions in a high-tech working environment. Interested in joining our company? Do not hesitate to send your application directly on the address below.

