



FKG Dentaire SA is at the forefront in the development, manufacturing and distribution of products for dentists, endodontists and laboratories. To complete our Business Development team in Dubai, we are looking for a

Business Development Manager MEA

Your responsibilities :

- Propose and Execute the strategy for allocated territories in alignment with corporate strategy and deliver top and bottom-line results agreed.
- Prepare and submit to management yearly Goals and Budget – Monitor Sales activity and ensure Monthly rolling forecast of the activity.
- Build and develop a distribution network by selecting appropriate distributors in your geographical zone, in order to develop our products' sales & profitability according to the Management's expectations.
- Maintain regular contacts with customers to strengthen relationships and ensure satisfaction with our products. Nurture long term sustainable partnerships.
- Develop and maintain relationships with Key opinion leaders.
- Manage assigned geographical territory within allocated expense budget.
- Organize/animate conferences and workshops to promote our products and to train the end users according to the internal policies.
- Analyse competitors' activities in the region and assess opportunities for business development.
- Record customers' claims and forward them to the Quality Department.
- Study and remain informed on products, technologies, clinical studies, competitive activity, and other general information of interest to the company or to the customers.
- Participate in (inter-)national and local dental conferences and exhibitions.
- Provide regular reporting to the Business Development Director and participate to the company's sales meetings.

Your profile :

- Bachelor's Degree or an associate degree or expertise in Dentistry or Business Studies.
- Previous experience in sales management (B to B)
- Proven track record of building business and delivering sales targets
- 3-5 years' experience in Endodontics or Dental field.
- Excellent written and spoken English and Arab. French if possible Further languages a plus.
- Excellent interpersonal, communication and negotiation skills, including public speaking, presentation and writing skills.
- Ability to build relationships with people at all levels.
- Available to travel frequently (about 50% of time).

Have we sparked your interest and motivation to join a young and dynamic team in a fast-growing company? Then we are looking forward to receiving your application at: rh@fkg.ch.