

**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.**

Do you want to work together with us to make people smile? Then come and join our global team as:

#### **DENTAL PRODUCTS SPECIALIST (TECHNICAL AND DIGITAL) m/f/x**

Location: Romania, Bucharest and surrounding area

##### **Your Responsibilities**

- Drive annual goals and strengthen Ivoclar's market presence in Romania
- Build, develop and maintain strong relationships with new and existing customers, dealer representatives and partners
- Organize and actively participate in dental trade exhibitions, congresses and dealer events
- Present and demonstrate our products, providing technical and product support to customers, dental schools, universities and opinion leaders
- Prepare regular business and expense reports

##### **Your Qualifications**

- Completed vocational training as a dental technician, with excellent expertise in both analog and digital areas
- Ideally, previous experience in sales or customer-facing roles within the dental industry
- Fluent in Romanian, with good English skills (minimum B1 level)
- Excellent communication, rhetorical and interpersonal skills, with the ability to build trust, share knowledge in an engaging way and nurture long-term customer relationships
- Independent, self-motivated, structured and well-organized working style
- Active driver with a valid driver's license and willingness to travel up to 60% of the time

##### **What We Offer**

- Permanent employment with an initial probation period
- Collaboration with a passionate, highly motivated, global team
- An excellent opportunity to work with the latest technologies and industry trends
- Varied and autonomous tasks in a professional work environment with modern infrastructure
- Competitive salary aligned with the Romanian market, company car and expense coverage
- Professional and personal development through our Training Academy

**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 around 3600 employees that are the key to our success. Let's achieve our goal together: Making people smile.

**The selection process will be conducted in English and please make sure you submit your CV in English as well. We look forward to your application!**

*Contacts for applying: Andrea Czimmerman, [Andrea.Czimmerman@ivoclar.com](mailto:Andrea.Czimmerman@ivoclar.com) or Isabella Drexler, [Isabella.Drexler@ivoclar.com](mailto:Isabella.Drexler@ivoclar.com)*