

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 or Isabella Drexler, Isabella.Drexler@ivoclar.com