



To further strengthen our European team we have an immediate opening for a

European Biomaterials Sales Specialist (m/f/d)

The European Biomaterials Sales Specialist will be responsible for reaching the sales targets of our biomaterials portfolio in Europe. To ensure success, you will co-travel with the sales representatives of our European distribution network, train the sales teams, and assist our customers as well as KOLs with your knowledge. Excellent expertise in biomaterials, dedication to consultative selling, and talent in training people will be key to success. The position requires frequent travel within Europe and to our headquarters in Basel. Within the matrix organization the role reports to the Head of Sales Europe and the Head of Biomaterials Product Management Europe.

Your Tasks

- Responsible for selling the biomaterials product portfolio, reaching sales targets and margin goals
- Geographical scope: Europe (mainly Western Europe: UK, Italy, Spain, the Netherlands, Portugal, France)
- Drive strategic business development initiatives in the region
- Define product portfolio strategies by country and execute new product launches
- Assure that the countries are properly trained on the assigned product portfolio and that the brand is supported and built accordingly
- Ensure local marketing and communications initiatives, including education, and implementation of the local training programs in line with Sales and Education Strategies
- Build a network of regional Key Opinion Leaders in collaboration with the country teams
- Oversee and support local sales managers during local launch and define requirements for local launch readiness
- Identify, collect and assess user needs and transform them into Product Requirement Documentation
- Proactively monitor performance (sales, gross margin), seek counteractions, quickly addressing performance gaps

Your Profile

- A university degree in business or natural science e.g. biomaterials, biomedical engineering, medical technology or economics is required for this position
- At least 3 years of experience in the sales & marketing of medical products, ideally in the dental field, preferably related to biomaterials
- Located in a Western European metropolis, willing to travel more than 60% of the week within Europe
- Fluent in English and at least one other European language
- Result-oriented personality, strong negotiator with persuasiveness

Your prospects

- Challenging job in an exciting environment
- International employer with team-oriented working atmosphere
- Attractive employment conditions

Do your professional and personal qualifications match our requirements? We look forward to receiving your application
www.camlog.com/apply-online.

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At BioHorizons Camlog, we produce innovative products for implant dentistry. With our comprehensive portfolio of implant systems and biomaterials, we are one of the global market leaders. We owe this position not only to customers who value us as a reliable partner, but also to our highly motivated employees. They ensure the continuous technical and qualitative development of our products and processes as well as building long-lasting relationships with our customers, partners, and stakeholders.