



ROBOTIC SYRINGES  
J U V A +



Juvapen designs highly innovative and clinically appraised medical devices for dental anesthesia, medical aesthetics and ophthalmology. We offer a complete range of intelligent syringes, redefining injections as we know them today. All our products are exclusively manufactured in Switzerland and sold to practitioners worldwide, including in North America, Europe and Japan.

To establish a presence in Latin America, we are looking to reinforce our team with an entrepreneurial:

## Business Development Manager – Aesthetics & Dental

Min. 3 years of experience in the LATAM Aesthetics or Dental field

Your mission:

- Actively search and visit distributors to present the technologies and generate sales,
- Build a solid distributor network and close commercial deals by focusing on growth,
- Identify market trends and customer needs to drive product enhancements,
- Develop strong customer relationships especially with Key Opinion Leaders,
- Strengthen the recognition of the brand by participating in congresses or events.

Your profile:

- Field person with a get-it-done attitude and an autonomous spirit, you have a successful track record of meeting and exceeding sales targets,
- 3 or more years B2B sales experience, preferably in the medical or dental industry,
- Results driven, with high passion and motivation,
- Fluent in Spanish, Brazilian and English,
- Willing to travel extensively and work on the move,
- Available immediately or Q1 2023.

What we offer:

- This is a unique opportunity with a high internal growth potential both in scope and geography. You will join a sharp-minded, fun and dedicated team and evolve in a rapidly moving, highly innovative technological environment. Job based in Buenos Aires (Argentina) with frequent travelling in Brazil, Chile, Colombia and Peru.

Ready for the challenge ?

- Please send your resume, short cover letter and work certificates, if applicable, in English to: [jobs@juvaplus.com](mailto:jobs@juvaplus.com)