



ROBOTIC SYRINGES
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Juvaplast is a Swiss MedTech company designing highly innovative and clinically appraised medical devices for dental anesthesia and medical aesthetics. All our products are exclusively manufactured in Switzerland and sold to practitioners worldwide, including in North & South America, Europe and Japan.

To strengthen our European dental distribution network, we are looking for a Key Account Manager. Do you have a passion for sales, excellent interpersonal skills and the ability to manage major accounts successfully? We have an exceptional opportunity for you :

Key Account Manager – Dental (Western Europe)

Min. 5 years of experience in the local dental field

Main responsibilities:

- Close commercial agreements in designated areas with a focus on profitability.
- Manage and maintain strong relationships with new and existing customers.
- Work closely with internal teams to ensure successful delivery of projects.
- Monitor market trends and industry developments to identify new opportunities.

Profile required:

- Proven sales experience in the European dental field.
- Active network of dental distributors and key opinion leaders.
- Excellent communication, active listening and negotiation skills.
- Result-driven, sales oriented and autonomous.
- Willing to travel extensively; in Europe.
- Perfect English and at least one additional main European language.

Benefits:

- Stimulating work environment in a highly innovative Swiss MedTech company.
- Opportunity to play a key role in the growth of an expanding company.
- Benefits directly linked to success.

Ready for the challenge and to embrace this opportunity ? Please send an email with the job title in object and include your resume, a short cover letter and work certificates, if applicable, in English or French to : jobs@juvaplast.com