

CLOSING DATE
25 January 2019

BUSINESS DEVELOPMENT MANAGER

SUMMARY

Are you looking for an opportunity where you are encouraged to realise your potential and work with friendly and supportive colleagues who are passionate about making a difference? Applications are invited for the above position which will be home office based in Italy.

JOB ROLE

Reporting to the Sales Team Leader, the **Business Development Manager** (BDM) will be responsible for growing and nurturing existing accounts along with identifying and establishing new accounts and partner opportunities within the Dental industry.

As the primary point of contact for Sales with assigned, existing and prospective Invibio Biomaterial Solutions clients, you will be required to ensure a wide range of their business needs are met. The position is responsible for developing and maintaining relationships with client personnel, consulting regularly with them and for marshalling and coordinating internal company resources in order to grow and maintain revenue. To succeed in this role the BDM will be expected to ensure that a high level of customer satisfaction is achieved in order to grow/maintain account revenue and account pipeline through proactive client support/service to define and deliver compelling solutions to the customer.

REQUIREMENTS

To succeed in this role you will possess a market relevant degree along with proven experience and knowledge of Dental Technician and Dental Laboratory procedures. Previous participation in dental CAD/DAM sales and distributor management would be advantageous. Involvement of leading projects and driving change through successful team collaboration with knowledge of applying sales excellence skills and utilising CRM to aid business decisions would be valuable. You will be working as part of a dynamic sales team requiring exceptional communication and interpersonal skills in order to developing positive collaborative working relationships. Language skills, specifically Italian and English are a requirement of the role.

▶ TO APPLY

In addition to a competitive salary we also provide a range of attractive benefits, including company pension and healthcare schemes. If you believe you have the drive and potential required to join our team, please email your CV to:

HR@victrex.com. (No Agencies)

ABOUT INVIBIO

Invibio, part of the Victrex plc group of companies, is a global leader in providing high-performance biomaterial solutions to medical device manufacturers. The company provides PEEK-OPTIMA™ polymers, advanced technical research and support and manufacturing of components for spine, trauma and orthopaedic and dental medical segments for the development of long-term implantable medical devices. Today, Invibio's PEEK-OPTIMA™ polymers are used in approximately 9 million implanted devices worldwide.

▶ www.invibio.com  