



ROBOTIC SYRINGES  
J U V A +



At the cutting edge of innovation, Juvaplast designs and manufactures in Switzerland the most advanced electronic syringes for medical aesthetics and dental anaesthesia. Our clinically appraised technology is designed to make the patient's experience at the dentist as painless as possible.

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

## Business development Manager - Dental

Min. 4 years of experience in the US dental field

Your mission:

**Participate in the transformation of the US dental industry, by bringing robotic syringes to the forefront of the field.**

- Actively seek out and visit dentists to present the Dentapen® technology and generate sales,
- Build from the ground up a solid distributor network and close commercial deals by focusing on growth and profitability,
- Identify market trends and customer needs to drive product enhancements,
- Develop strong customer relationships including with the most renowned Key Opinion Leaders,
- Strengthen the recognition of the brand by participating in regional or national dental congresses or events.

Your profile:

- Field person with a get-it-done attitude and an entrepreneurial spirit, you have a successful track record of meeting and exceeding sales targets,
- 4 or more years B2C and B2B sales experience, preferably in the medical or dental industry,
- Results driven, with high passion and motivation,
- Fluent in English. An additional language is a bonus,
- Willing to travel extensively and work on the move,
- Available immediately.

### 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 Atlanta (US) with frequent national travelling involved.

### Ready for the challenge ?

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