

Do you love working in
implantology and
are keen to change
implant dentistry for good?

Then join us!

VICE
PRESIDENT
INT. SALES
100%

Who
we are

TRI® Dental Implants is an innovative leader in digital implant solutions from Switzerland. With its innovative **matrix**® technology, the world's first dental implant approved for full digital restorations without the use of an abutment, TRI® is determined to disrupt and challenge the status quo in implant dentistry in an unforeseen way.

The **matrix**® implant connection has been specifically designed for the new digital manufacturing technologies such as CAD/CAM milling or 3D printing and provides a new level of simplicity, esthetic and cost advantages to the practitioner and patient.

Your mission

In this role, you will be responsible in managing and developing our international sales markets. You will be reporting and collaborating closely with the CEO of the company.

- ✘ Sales leadership of existing international markets with target revenue responsibility
- ✘ Development and execution of market strategies for target markets.
- ✘ Revenue and profit responsibility according to defined growth plan
- ✘ Team Leadership and Development (HR) applying a growth mindset
- ✘ Alignment with marketing and customer service to support market activity and marketing activities
- ✘ Organize, Develop and support lean and low-touch digitized sales operations to drive sales efficiency
- ✘ International travel activity >40% with office in Freiburg (DE) / Zurich (CH)

Your story

- ✘ Min. 5-10 years of sales responsibility and experience in international markets (esp distributor relationships)
- ✘ Proven ability to lead sales teams and develop sales accordingly
- ✘ Customer mindset with passion of being "with the customer" and building long-term growth plans
- ✘ Organisational skills to manage sales operations as back-end to sales lead
- ✘ Understanding and experience in managing diverse sales teams across different nationalities
- ✘ Experience in medical device market, ideally in implant dentistry
- ✘ Passion for digital technology and modern workflows in medical treatment therapy
- ✘ Growth mindset attitude and hunger for sales

What we offer

We offer a dynamic and challenging environment in a fast-growing company in the field of digital implantology with the mission to create life changing products. We are an international team who is hungry to innovate and build something incredible. We foster an active environment where each individual thrives for excellence and can achieve their full potential. This is where your work matters, you're hands-on and your team members are amongst the very best in their respective disciplines and fields.



Discover
more

If you are driven to bring TRI® to the next level, curious about the opportunity and want to be part of our growing team send us your application to jobs@tri-implants.swiss and join the **#TRIdreamteam!**

www.tri.swiss

#1 DIGITAL IMPLANT
COMPANY