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Roger Fricker,  
Manager International Sales

盖氏®中国向您发出邀请，我们正在招聘：

## Dental Chain Manager

所在部门：销售部

工作地点：北京/上海

### 工作内容

- › Work with China sales team and management team in developing sales strategies and tactics to execute and exceed company objectives inclusive developing DSO markets, evaluate, and plan all sales activities in DSO markets, identify potential customers, and build/maintain collaborative working relations.
- › Oversees Top DSO organizations to ensure they achieve the monthly, quarterly and annual targets, and provide support/guidance inclusive involvement in difficult and important customer discussions/ contract negotiation, participation in workshops, tradeshow, conferences, and conventions etc
- › Closely cooperate with marketing, education and local sales team to ensure to provide better service and academic support for DSO customers and enhance the market share in DSO market
- › Collaborate with RSM and local sales team to drive the achievement of the annual budget
- › Close collaboration with local sales & marketing for «Academic promotion strategies – volume based»
- › Manage consignment stock and other necessary work with support from regional salesforce and logistics team
- › Close communication and cooperation with global DSO team and all departments of China, combining International Experience to innovate the suitable DSO model for China based on MTP
- › Strong sense of responsibility and execution, building and maintaining positive customer relationships with Top DSO
- › Drive accurate and timely sales forecasting, planning and budgeting processes for DSO Sales, establish and maintain reporting system for all relevant DSO's

我们期待您的简历： [recruitment@geistlich.com.cn](mailto:recruitment@geistlich.com.cn)

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### 任职要求

- › Bachelor Degree in related disciplines
- › 8+ years of sales experience within medical device industry with min 2 years' experience at manager role, dental industry in plus
- › Previous management experience in managing a business project
- › Must have the ability to segment markets and customers with previous successful record of achievement in developing marketing and sales strategies to optimize existing product market penetration, introduce new products and capitalize on opportunities
- › Previous private hospital/clinic experience is preferred
- › Ability to honest, develop, motivate and execution (high engagement)
- › Result and action oriented, 'doer' who enjoys high engagement vs. administrator and delegator
- › Documented ability and willingness to 'think outside the box' to solve any commercial challenges
- › Good image, good temperament, excellent presentation and communication, and conflict management skills
- › Fluent in both spoken and written English, proficient in Excel, PowerPoint
- › Strong business ethics and integrity

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