

# United Arab Emirates Jobs Expertini®

## Product Specialist - UAE Eon Aligner Sales - Dubai, UAE

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Company: eon Dental

Location: dubai

Category: other-general

Who are we? Eon Dental is a high-impact medical devices & tech company growing at neck breaking speed. We are a team of over 200 colleagues dedicated to making Eon Dental a leading global player in the clear aligner and dental services industry. Eon Dental aims to deliver value to dentists and orthodontists worldwide by offering a superior quality product, dynamic pricing, treatment schemes as well as after-sales service and assistance. Software and innovation are involved in all aspects of our product lifecycle; beginning from an engaging experience on the frontend applications that serves customers and dentists to robust backend solutions for process management and automation. Our excitement about the vision and mission of the company has enabled us to foster a great culture and an exciting work environment that is based on building synergies and our team's exceptional talent to make our customers' experience outstanding.

**Your Impact** The Product Specialist role is based in the UAE and will be responsible for being part of the sales team. Their primary responsibility will be to handle either a portion of an existing client portfolio or actively grow the portfolio across different areas in UAE, The Product Specialist will report directly to the Country Sales Manager, playing a crucial role in driving sales and contributing to business growth in the region.

**What You'll Do** Identify and qualify potential customers, inputting data into CRM and making sure other departments have enough insight and data to support you in the conversion process. To have full ownership of clients' accounts and relationships and actively grow the business by adding new customers to the portfolio. Work with clinical and customer success to manage the sales pipeline, support in re-converting dropped accounts and get them back into active accounts. Conduct market assessment and

research to define opportunities for growth in the including account profiling, customer segmentation and targeting. Achieving sales objectives and targets through selling Eon Aligner products in areas that need to be covered with a growth and result oriented mindset. Collaborate cross functionally with key functions internally and across multiple stakeholders in clinics. Support the business and clinical development journey of customers. Support in educational and commercial events, by inviting your accounts, following up and making sure they attend, while representing the company in the highest standard. Attend sales training sessions and pass assessments. Support other departments with research and projects whether with data, insight, customer interviews, and market surveying. Provide commercial reports as directed by line manager. Adequate usage of the CRM system inputting data and insights as needed, reporting issues or request tickets by customers and daily cadence on the system. What To Bring Bachelor degree, preferably of Dentistry or Life Science/Healthcare. 3 years of experience as a Product Specialist with proven sales record and knowledge of product launching and market penetration. Must be based in Dubai and willing to travel occasionally to other locations. Experience in working with an international brand. Enthusiastic with strong interpersonal, communication (written/oral), and collaboration skills. Industry background in the life sciences/medical devices/healthcare industry (Dental/Dental aligner experience an advantage). Experience in PowerPoint, Excel, Word, and experienced using computer aided sales systems. What We Offer Great culture and growth opportunity The chance to personally impact Eon's customer experience Push your boundaries working with highly motivated and cross-functional teams Interested? Then apply for this position by clicking on the apply button. All applicants must send an updated CV in English.

#J-18808-Ljbffr

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