

DSO Customer Solutions Manager

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Company: Gc Europe Ag

Location: Leuven

Category: office-and-administrative-support

GC Corporation was founded in 1921 in Japan and has developed itself into one of the most prominent companies in the development, production and distribution of a very wide range of dental products. Since 1972 GC Europe NV is located at the Researchpark Haasrode in Leuven. GC Europe NV supports and leads our different sales offices and dealers. Our warehouse spreads our products to Europe and the Middle East. Next to this we produce some leading products for dental technicians.

DSO Customer Solutions Manager

As a DSO Customer Solutions Manager you are the first point of contact for local sales and marketing organizations in supporting DSO's. This role will be reporting directly to the Sales Operations Manager, work closely with VP Sales EMEA and be responsible for the development of the GC Dental business within the DSO customer segment in EMEA.

What is your mission?

Developing and executing sales strategies and tactics in DSO markets according to company's targets.

Planning all sales activities together with VP Sales based on company's targets.

Overseeing TOP DSO organizations achievements of monthly, quarterly and annual targets and providing guidance for the local sales organizations.

Providing full offering of products, services and education for DSO's.

Defining business focus in cooperation with VP Sales.

Creating and maintaining adequate marketing communication tools for the markets.

Attending trade shows and conventions to collect information on competitor products and services. Sponsoring seminars and continuing education programs, providing studies and product information to customers.

Working together with product management, e.g.: building attractive product offerings for DSO's based on existing product lines and propose new product line idea's, promoting them through local markets.

Developing efficient and universal workflows for DSO's.

Collecting and analyzing sell out data from DSO's for management.

Performing other related duties and projects according to business needs.

Who are you?

Bachelor's or Master's Degree in Marketing, Product Management, Business Development or an equal by experience.

At least 5 years' experience in product management or sales operation function in the dental industry.

Experience in Project Management and solid analytical skills

Dynamic, straight-forward and performance-driven professional with strong sense of responsibility and execution abilities, can-do attitude, strong communication & presentation skills

Ability to segment markets and customers with proven achievements in developing sales and marketing strategies.

Self-starter with ability to develop things, using previous product management experience

Resilient, able to adapt and perform in changing customer and organizational environment

Affinity with marketing communication tools and activities

Excellent command of English (speaking and writing) is a must, other languages are a plus

Experienced in working in a matrix organization in a global set up

Willingness to travel about 20% of the working time.

Strong business ethics and integrity

We offer you

A challenging job in a growing international company, based in Leuven

Full time employment with an indefinite contract

Flexible working hours & possibility to work from home

Competitive salary & benefits (hospital insurance, group insurance, meal vouchers, company car with a fuel card)

Stunning offices and a great company culture, based on respect and comradeship

An opportunity to contribute to a better, healthier world in collaboration with colleagues who are passionate about what they do

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