



## Head of Sales Dental DACH (m/w/d)

Elos Medtech, Dental Business Unit, Ettlingen, Full Time

### The Role

As Head of Sales DACH, you will lead and inspire our commercial teams to accelerate growth across the DACH region. A key focus will be to grow the distributor business for Elos Accurate® and ensure excellence in customer service for dental OEM customers at our German manufacturing site. Please read more about Elos Accurate® [Dental Professionals - Elos Medtech](#)

### Key areas of responsibility

- Lead and manage all Dental Sales and Customer Service operations in the DACH region.
- Develop and grow the distributor business for Elos Accurate® solutions through excellence in customer engagement.
- Ensure high-quality customer service for existing and new dental customers.
- Drive excellence in customer service to our Dental OEM customers at our German site.
- Monitor and deliver on P&L targets and key business objectives.
- Foster strong relationships with distributors, partners, and key customers.
- Report regularly to senior management on performance, opportunities, and risks.

### What we are looking for

- A degree in Business or Commercial, alternatively a technical background complemented by a Business degree or MBA.
- Proven experience in senior commercial roles such as Head of Sales, Business Unit Lead, or Business Development.
- Strong expertise in the dental digital workflows, value- and quality-based selling, and distributor or partner sales.
- Previous experience working within larger OEM organizations.
- An established network in the dental industry, including relationships with Key Opinion Leaders (KOLs).
- An entrepreneurial mindset with a strong customer focus, commercial drive, passion for growth.
- A collaborative, transparent, and ethical approach combined with creativity and hands-on mentality.
- Fluency in German and English.

### Why Join Us?

- The opportunity to contribute to an important industry and make a difference in people's health.
- You will get an attractive job in an international company that has a strong focus on digitalization and where quality and high precision is in our DNA.
- Become part of a flat organization with an informal tone, humor, and positive attitude as an important part of everyday life.
- Be part of a company that values diversity, equity, and inclusion.
- Opportunities for growth – both in your role and within the group.

### Are you ready to shape the future of Elos Medtech?

Elos Medtech delivers best-in-class technology that makes a meaningful difference for patients and customers worldwide. Always putting quality first, we combine genuine collaboration, pioneering R&D and unrivalled expertise to drive innovation and value across the entire supply chain. As a pioneer in digital workflow components, we develop and produce high-quality, innovative solutions for dental professionals. Our Elos Accurate® portfolio covers the essential dental components for the three key processes: SCAN, DESIGN, and MANUFACTURING. All our products comply with FDA and MDR requirements for medical devices, providing our customers with a reliable and secure foundation to develop and grow their dental businesses.

For further information or to apply:

If you are interested in learning more about this opportunity and would like to apply, please forward resume to Talisa Lechner via:

[empf.bewerben@elosmedtech.com](mailto:empf.bewerben@elosmedtech.com)