



Passion for Precision

Global Product Manager Prosthetics (m/f/x)

MEDENTIKA® has become synonymous with the successful development of high-quality products in dental implantology. With a determined, dynamic team, we have been meeting the challenges of this rapidly growing market for over 15 years. Our products are continuously, innovatively developed, manufactured in Calw, Germany, and sold to more than 50 markets worldwide. The world is growing together, we are all connected and you are in the center of it.

*„Knowledge and experience are not enough.
If you want to make a difference, you need passion.“*

As our new **Global Product Manager Prosthetics Portfolio**, you will be a part of our highly motivated, commercially driven top-notch team of five product managers. In this exciting and versatile role, you will have the ownership for commercially leading the coordination, implementation, execution, control and completion of new product development projects. Furthermore, and in close cooperation with Regional Marketing, Regulatory Affairs and Operations, you will be playing a crucial part in identifying business opportunities, driving worldwide market introductions of existing and new products and ensuring smooth phase out of end-of-life products.

Main tasks and responsibilities:

- Ensure global launch readiness across all aspects for limited and full market release, e.g. regulatory approval, product availability, promotion material content, “green light” on local launch readiness
- Closely collaborate with local product managers to prioritize launch phasing and portfolio expansions
- Collaborate with internal teams to identify slow mover portfolio items, develop promotional strategies, continuously evaluate portfolio to make life cycle decisions when necessary
- Oversee and support local product managers during local launch (define requirements for local launch readiness, i.e. check-list)
- Identify, collect and assess user needs: transform into Product Requirement Documentation
- Develop detailed Marketing Plans and sales enablement tools for the products, tailoring messaging towards local Dentist/Dental lab customer groups (e.g. segment market and customer groups, determine product definition and positioning (USP/value proposition), set pricing – ASP/list price/floor price, develop promotional concept & mix)
- Define in close collaboration with our MarCom- and Training & Education Teams, the marketing strategy and develop material/content/tools for online and offline promotion
- Proactively monitor performance (sales, gross margin), seek counteractions quickly to address performance gaps

- Track market and competitors and provide in-depth market, industry and competitive analysis
- Collaborate with Global T&E as well as local PM/T&E teams to develop key opinion leader base to sustain product/solution promotion strategy
- Plan and execute other strategic and operational projects, campaigns and programs as needed
- Travel and co-travel with local teams to make customer visits up to 20%

Requirements needed:

Education & Experiences

- Preferably Dental Technician (or comparable/related education) with strong skillset in CAD design / digital workflows or Materials/Mechanical/Industrial Engineering degree
- Experience in product management preferably in a regulated environment, i.e. medical device industry; ideally in the dental/prosthetic area.
- Additional education in business administration or marketing is a plus

Competencies

- Excellent communication skills both verbal and written with the ability to communicate at all levels of the business and globally
- Strong analytical skills and result orientation, broad intellectual curiosity and general interest
- Additional sales or project management experience is a plus
- Fluent in English is a must; any further languages are certainly an asset

Personal Attributes

- Excellent interpersonal skills, team player, with a focus on collaboration
- High affinity to technology and digital transformation
- Energetic, straightforward and performance-driven professional with entrepreneurial spirit
- Comfort in working within a dynamic, global business environment is a must
- Multinational minded individual who values diversity & thrives in a fast-paced environment

What can you expect from us?

- An agile and ambitious environment
- Being part of our dynamic inspired and engaged team and join our inspiring global community
- Open, friendly colleagues who collaborate and support each other
- The freedom to create and engage
- An employer who invests in our inspiring corporate culture.
- The opportunity to develop yourself as a person and in your career. We grow.
- Competitive & fair compensation and benefits

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or disability.

We look forward to your application!

Please send us your cover letter, résumé and certificate to job@medentika.de