

# Product Specialist

Local Sales – Cape Town

## Company Overview

Southern Implants is a South African based, multi-national medical device manufacturer and market leader in premium dental implant solutions, serving top-tier specialists in implant dentistry and cranio-facial reconstruction.

A unique aspect of Southern Implants is that most steps of the product lifecycle are performed in-house, including:

1. Research and development
2. Customer input and feedback
3. Prototyping
4. Testing
5. Regulatory approvals
6. Manufacturing
7. Sales
8. Clinical follow-up

The Company Values of Southern Implants are:

- Integrity
- Team
- Innovation
- Dedication

## Role Opportunity

Southern Implants is seeking a highly motivated and technically capable Product Specialist to join our team. This role is ideally suited to an individual with a strong clinical or scientific background who is looking to apply their expertise in a dynamic, specialist-focused commercial environment.

### **Role Overview:**

- Build and maintain strong relationships with all individuals, groups and healthcare providers involved with implant dentistry and cranio-facial reconstruction. This involves and is not limited to:
  - Dental Technicians and Laboratories
  - General Dentists
  - Specialists (Maxillofacial surgeons, prosthodontist & periodontists)
  - Dental Service Organisations and Healthcare groups
- Provide expert product support and training on dental implant systems
- Assist in surgical cases and offer in-theatre support where required
- Drive sales growth within an assigned territory while maintaining a high level of technical credibility
- Deliver presentations, workshops, and educational sessions to clinicians and support staff
- Stay up to date with advancements in implant dentistry and related technologies

## Minimum Requirements

- Relevant experience or qualifications such as:
  - 3 years' experience as a product specialist or sales representative in medical device sales.
  - Oral Hygienist
  - Dental Technician
  - BSc degree (Anatomy, Physiology, Biomedical Sciences or similar)
- Strong understanding of oral anatomy and dental procedures
- Excellent communication and interpersonal skills
- Computer literacy (MS-Office)
- Valid driver's license and willingness to travel

## Highly Advantageous

- Experience in dental implants and implant-related procedures
- Clinical exposure to surgical or restorative dentistry
- Report writing and presenting

## Working Environment within the role

All-rounded individuals are best suited for this position due to the continuously changing nature of providing support, input and solutions to Southern Implants customers (clinicians), technical sales teams and collaborative departments. This role is extremely dynamic and requires individuals to be:

- Highly organised and self-motivated
- Work well individually as well as with customers and team members
- Strong communication skills
- Ability to continuously learn and adapt to new technologies and procedures

This role is best suited for individuals who enjoy working on varied projects with fast-moving timelines and continuous scope to grow their personal knowledge and skills within the medical device industry.

## Remuneration

Successful applicants will be remunerated based on their experience, qualifications and performance.

## Application Process

Individuals who are interested in applying for this role are to submit the following to [careers.hq@southernimplants.com](mailto:careers.hq@southernimplants.com):

- CV
- Cover letter with motivation for why they would be a strong candidate for the role.
- Applications close at the end of the day on the 12<sup>th</sup> of June, 2026

## Assessments and Skills Proficiencies

For this role, selected applicants will be assessed on the following:

1. Product Knowledge
2. Product application
3. Case planning
4. Interpretation of clinical images
5. Critical thinking
6. Creativity
7. Problem Solving
8. Presenting

Due to the nature of the position and with multiple stakeholders involved in all aspects of a product lifecycle, as well as Southern Implants position as a world leader in the competitive space of the dental implant industry; a major emphasis is placed on individuals' abilities to work in a team for this role, as well as thriving in a competitive environment. Therefore, it is highly desirable for individuals to show skills (current and past) of their teamwork abilities and competitiveness. Examples of this include:

1. Clubs, societies and other membership groups with coordination roles
2. Sports teams and sporting achievements
3. Cultural and cultural achievements
4. Hobbies
5. Academic achievements
6. Any other extramural activities

With this position weighted heavily towards product and customers support, organisation and speed of execution; potential candidates need to motivate for their strengths in these aspects as well. An all-rounded individual will thrive due to the dynamic nature of the role.

Additional Skills that would be an advantage for this role:

1. Proficient in multiple languages (local and/or international)
2. Understanding of medical device manufacturing and standards