

Business Development Coordinator

Skycad Dental Technology Ltd.

Job ID
50677

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LOCATION	DATE POSTED	EXPIRY DATE	
#216-2250 Boundary Rd., Burnaby,, BC British Columbia	08-07-2026	04-01-2027	
TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD \$ 45.00 hourly / 30 to 40 hours per week	1 year to less than 2 years	Bachelor's degree

Job Details

Skycad Dental Technology Ltd.

Position: Business Development Coordinator

Wage: \$ 45.00 hourly / 30 to 40 hours per week

Job Duties:

1. Highly Valued Specialized Experience:

Candidates with hands-on experience, strategic expertise, or specialized knowledge in the following areas are strongly preferred, as these represent priority growth segments for the company:

2. Dental Seminar Management & Marketing: Proven track record in planning, operating, and executing Continuing Education (CE) seminars and clinical training events specifically targeted at dentists. This includes developing and managing targeted advertising and marketing campaigns to engage dental professionals.

3. Digital Dentistry Workflows: Extensive knowledge and practical experience with modern digital clinical workflows. This includes proficiency with intraoral scanners (IOS), digital orthodontic setup, and dental 3D printing technologies.

4. Direct 3D-Printed Aligners: In-depth technical understanding of direct 3D-printed clear aligner manufacturing processes, material science, and the related end-to-end digital production workflows.

5. Orthodontic Industry Expertise & Market Analysis: A comprehensive understanding of the broader dental and orthodontic industry landscape. Must possess the ability to conduct thorough market analysis, identify emerging industry trends, and apply market insights to drive business and marketing strategies.

6. Clinical Orthodontic Knowledge: Familiarity with clear/transparent aligner treatment protocols, including specialized

applications such as aligner-based pre-implant orthodontic correction (aligner therapy prior to implant surgery).

7. Gain and maintain strong understanding of dental laboratory products, digital dentistry workflows, scanning systems, implants, and prosthetic solutions

8. Use in person visits, presentations, demos, and follow-up to grow revenue and market share

9. Leverage selling skills, marketing campaigns, and technical insight to generate opportunities

10. Meet and exceed assigned revenue goals, activity metrics, and territory targets. Track sales activities, progress, and pipeline through CRM tools

11. Work as a liaison between dental practices and the laboratory, ensuring clear communication and seamless service

12. Monitor market trends and competitive landscape, and provide insights to leadership

13. Collaborate closely with internal lab team to support customer needs and resolve issues

Terms of employment

: Permanent, Full time

Business Location

: #216-2250 Boundary Rd. Burnaby, BC V5M 3Z3

Requirements:

- A bachelor's degree in commerce, business administration
- 1 ~2 years of work experience

Language

: English

How to Apply

- By Mail: #216-2250 Boundary Rd. Burnaby, BC V5M 3Z3
- By Email: skydental.bc@hotmail.com