

INDUSTRIES: PHARMACEUTICALS/HEALTHCARE

SERVICES: EXECUTIVE SEARCH



ABOUT THE CLIENT

The client is a leading Swiss dental implants company with a worldwide presence. The company also sells scanners and software for designing individualized, patient-specific prosthetics.

PROJECT BACKGROUND

The client wanted to understand business opportunities in India.



TECNOVA'S APPROACH AND SOLUTION

Tecnova assisted the client to understand the market for dental implants in India. Based on the market analysis Tecnova developed a business plan for them. Also as a result of the market analysis Tecnova assisted the client in the incorporation of their Indian subsidiary and offered executive search services for the client's top 5 positions in India.

BENEFITS

The company is now successfully operational in India and has office in Mumbai.

