

Have you ever watched a video where someone hears a human voice for the first time in a long time (or ever!)? It's a miracle moment. Hearing is not just one of the five senses – it's the gateway for human connection, and an irreplaceable means of comprehension.

That's why we are so passionate about creating quality hearing systems that enable people to communicate without limitation. In a world of constant advancement, we have always been at the forefront of hearing system technology and a leader in setting new standards. We're in the business of making a world of difference for people.

We would like you to be the next one to assist in making a difference in someone's life!

**The Role;**

We are currently looking for a National Director of Sales to plan, direct, coordinate, and manage the Sales team for the Company's products and services on a national basis. In the role you will be responsible for ensuring that all targets and objectives are met while driving the Company's business plans and objectives through coaching, direction, and leadership for the sales team.

In this role you will:

- Plan, direct, coordinate, and manage the sales of the Company's products and services on a national basis by developing national objectives, plans, programs, territories, quotas, and budgets
- Ensure that all team members have the tools and resources necessary to meet goals, objectives and targets
- Provide leadership and support for all team members by coordinating dates to work with them in the field, provide mentorship, phone accessibility and ongoing coaching
- Identify and prioritize opportunities for improvements to ensure customer satisfaction
- Recommend to the Company areas of future growth potential such as new market strategies, etc.
- Prepare various sales reports and forecasts/projections
- Direct the development of solutions and processes to existing problems ("challenges" vs problems) and look towards the future to anticipate potential problems ("challenges" vs problems)
- Able to work closely with all levels within all Company departments (Marketing, Client Services, Audiology, Operations, etc.)
- Provide Sales training for the team, as well direct and coordinate sales meetings, attend global meetings and communicate changes within our region
- Perform all duties inherent in the role of Director as defined by the Company which includes hiring, taking corrective/disciplinary actions when appropriate, terminations, performance reviews, and the professional training and development of team members

- Drives the Company's Culture throughout the team and with customers by ensuring the unity of purpose and fulfillment of the Company's Promise and Commitment
- Frequent travel to customers and potential customers' facilities providing them with information and support as required to secure, maintain and develop business
- Assure that all sales activities comply with the Company's sales policies and procedures
- May perform special projects as required

### **Here's Who We're Looking For**

- A post-secondary diploma and/or degree in Sales, Marketing, or related field
- A degree in Audiology (or medical field) is a strong asset but not required
- Must have 10+ years of proven selling experience (experience selling to healthcare professionals preferred)
- Must have a minimum of 5+ years managing a sales team
- Excellent verbal and written communication skills and interpersonal skills to interact with customers and staff
- Excellent presentation, negotiation, and organizational skills with technical aptitude
- Strong ability to review and forecast data
- Ability to represent the Company in a professional and courteous manner
- Able to travel a minimum of 50% of the time [car and flight] (overnight travel also required)

### **Why Should You Work With Us?**

- Worldwide and Canadian leader in hearing health care
- Competitive Salary with annual reviews
- Excellent medical benefits including dental, vision and health, Employee Assistance Program
- Fitness / Exercise spending account
- Group RRSP plan
- 4 weeks' vacation
- Team valued organization
- State of the art facility, career development programs and a fun social atmosphere

### **How to Apply**

Join our team as we continue our commitment to excellence in hearing care. Please send your CV and salary expectations to [ddma@dgs.com](mailto:ddma@dgs.com) | **Subject heading 'National Director of Sales'**



**Oticon Canada**  
**National Director of Sales**

*Please check us out on YouTube or our LinkedIn sites | [www.oticon.ca](http://www.oticon.ca)*