

## Regional Training Manager – BC territory

### Unitron **Hearing matters**

At Unitron, we share a commitment to make every interaction easy and personal; to genuinely listen and act on our customers' input; and to have the best people on our team, each one committed to customer success. We care deeply about people with hearing loss. We work closely with hearing healthcare professionals to provide hearing solutions that improve lives in meaningful ways. Unitron is a member of the Sonova group – a global innovator of hearing solutions – you'll have a world of places your career can take you.

Reporting to the National Sales Manager, the Regional Training Manager represents Unitron Hearing as primary training provides sales and training support for the BC territory.

### Job Details:

- Works in conjunction with Regional Manager to determine training needs for assigned markets.
- Prepares and presents training courses and seminars on topics relating to products, services and audiology.
- Develops relationships with customers in assigned markets to build rapport and to provide ongoing training & support. Keeps Regional Manager updated re inquiries or scheduled training activities.
- Plans, schedules and maintains appropriate contact and with customers to ensure training and sales strategies are fully maximized. Works in conjunction with both Customer Service reps and Regional Manager in a team environment to help ensure complete customer satisfaction.
- Participates in trade shows, conventions, seminars, and product demonstrations.
- Apprises both Regional Manager and National Sales Manager of potential sales opportunities.
- Conducts audio logical/hearing instrument consultations. Recommends hearing aid solutions per results.
- Other duties as assigned.

### The experience you bring:

- Certified audiologist and/or previous dispensing experience.
- Excellent organizational, interpersonal and communication skills.
- Previous sales experience a definite asset.

### Must-have skills and attributes

- Creative and collaborative
- Desire to build strong relationships
- Excellent multi-tasking , communication and interpersonal skills
- Strong attention to detail

Does this sound like you? Then send us your resume to [careers@unitron.com](mailto:careers@unitron.com)

We thank all applicants in advance; however only individuals selected for an interview will be contacted. All applications will be kept confidential. Unitron is an equal opportunity employer. Applicants who require reasonable accommodation to complete the application and/or interview process should notify the Director, Human Resources.

Unitron's hiring practices are aligned with human rights laws, which guarantee every person equal treatment in regard to employment and opportunity for employment, regardless of race, color, creed/religion, sex, sexual orientation, marital status, age, mental or physical disability.