



Oticon Canada Ltd. | Sales & Support Manager

Oticon is one of the largest hearing aid manufacturers throughout Canada and the World. Our “people first” promise and commitment to our employees and customers has been a key driver for our organizations success.

We are currently looking to add another member to our sales team in the role of Sales and Support Manager.

Positional Responsibilities:

The position will focus on building new and maintaining long-term relationships with our customers and developing new opportunities. You will work with different professional customers such as; Audiologists, clinic owners, dispensers, teachers, and speech/language pathologists.

You will be responsible to meet territory sales goals, the territories business plan and budget. You will also be involved within the forecasting and reporting within the territory.

Qualifications:

- Master’s degree in Audiology
- Able to travel Nationally with up to 25%-50% being out of province

Position Overview:

- Responsible for selling to Hospital, Pediatric, Clinical and Educational FM accounts
- Supporting the Business Development Managers with training, communications and technical support
- Training and support for key events (open houses, conferences, workshops, etc.)
- Work collectively with our in-house Audiology team and Inside Sales to provide training tools and audiological services to customers
- Cold calling to develop new business opportunities and plan meetings with targeted accounts
- Other responsibilities as assigned by manager

Skills and Experience:

- 1-3 years’ experience working in a clinical location dispensing hearing aids
- Significant travel nationally (both car and air) regular overnight travel
- Background knowledge and/or experience with the following audiological tasks:
 - Testing, fitting, programming software with both Adults and Pediatrics
- Strong communication, customer service, interpersonal and presentation skills
- Excellent time management and negotiation skills
- Strong technical problem solving abilities
- Able to work independently and prioritize
- Team player

Why you should work with us;

We’re committed to excellence in hearing care. We value each employee within the organization and develop programs to enhance your experience as a team member.



- Competitive salary with annual reviews
- Excellent medical benefits; including dental, vision and health, Employee Assistance Program
- Fitness/Exercise spending account
- Group RRSP contributions
- 3 weeks' vacation | 4 weeks after 2 years
- Career development programs and opportunities

Apply Today!

Join our team as we continue our commitment to excellence in hearing care. Please send your resume to Human Resources (Attn: Melissa Bosselaar) at mbo@oticon.ca **quoting the reference 'Sales & Support Manager'.**