

Business Solutions 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 Director, the Business Solutions Manager represents Unitron as the primary point of contact providing sales, training, and business support for customers in the BC territory.

Job Details:

- Develops and executes sales strategies to target new, and grow existing, customer base.
- Works hands on with clinicians and clinic owners to develop relationships with the goal of implementing business solutions to address customer needs and further their business.
- Regularly provide ongoing training, technical, and business support while keeping Sales Director updated on opportunities and scheduled training activities.
- Plans, schedules and maintains contact with customers to ensure training and sales strategies are fully maximized. Works in conjunction with both internal Customer Service reps and Sales Director in a team environment to help ensure complete customer satisfaction.
- Prepares and presents training courses and seminars on topics relating to products, services, audiology and overall industry trends.
- Participates in industry trade shows, conventions, seminars, and product demonstrations.
- Works with National Sales Director analyzing assigned territory for potential sales opportunities, while regularly reviewing key metrics measuring the success of the territory.
- Conducts audiological/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

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

Does this sound like you? Apply here:

<http://live.solique.ch/microsites/sonova/microsite/?showPublication=c22ee3ef-710a-4555-ae73-ac8c4b881c34>

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.