**Clinical Territory Manager - Calgary**

This role is designed for an Audiologist who is adept at sharing their clinical expertise with others, is known for establishing professional partnerships with surgeons and clinicians to meet clinical and patient needs, and wants to expand their application of business acumen aligned with their business needs in their territory. In this role you will work for a global leader and make a difference to people around the world.

* Top 100 medical device company and market-leader in implantable hearing devices.
* Key team member supporting clinics within an assigned territory and generating sales.
* Be a key contributor to territory, region and company growth.

**Cochlear** develops world-leading medical devices that help people hear. Around the world, more people chose a Cochlear-branded cochlear implant system than any other. Our employees tell us that the number one reason they enjoy working for Cochlear is the opportunity to make a difference to people's lives.

***Key Responsibilities***

In order to help Cochlear support cochlear implant clinics we are recruiting for a **Clinical Territory Manager – Calgary.**

To be successful in this role you will provide industry leading clinical (Audiology) expertise, building strong professional partnerships with clinics/practices within your territory and developing business and professional program offerings to customers. You will build in depth CI and Baha clinical, surgical and product expertise as well as proven business and sales acumen. You will establish territory objectives that align with market opportunities and partnering with customers on their needs. You'll work collaboratively with internal stakeholders including your regional sales team colleagues, marketing, and customer service to develop and maintain or service the needs of your territory and achieve sales objectives for your clinical partners.

In this role you'll have the opportunity to make a significant contribution to Cochlear's successful history of innovation by applying your knowledge of Audiology, Sales, and Cochlear Implant Technology. You'll know you've been successful in this role when you've achieved targeted sales revenue objectives.

***Key Requirements***

To add value to Cochlear in this role you'll be able to demonstrate the following skills and experience in your application and at interview:

* Master's degree in Audiology and Certificate of Clinical Competence in Audiology required.  In-depth knowledge of cochlear implant technology and the cochlear implant market/industry strongly preferred. Experience in cochlear implant surgical environment strongly preferred.
* Prior clinical experience.
* 2-3 years' experience in sales/education role ideally in audiology/clinical/surgical environments.
* Willingness and ability to travel up to 60% with overnight stays.
* Demonstrated prioritization and organization skills.
* Strong communication and interpersonal skills.  Maintains close and collaborative communication with field and corporate teams.
* Highly effective presentation skills.

***Working for Cochlear:***

**Cochlear** pioneered and is the global leader in the research and development, manufacture and marketing of implantable hearing solutions. Cochlear's global headquarters is located in Sydney, Australia where we design and manufacture the leading cochlear implant devices in the world. A success story in the commercialization of R&D, Cochlear has a 60% share of the global market, employs more than 2,500 people worldwide, operates directly in over 20 countries and sells in over 100 countries. Over 250,000 people across more than 100 countries now experience hearing as a recipient of a Cochlear hearing solution. Cochlear can offer:

* The Work - A high impact job supporting world leading technology
* The Organization – A global leader in active implantable medical device hearing technology
* The Opportunity – To make a difference to the quality of people's lives and grow your career

As a world-leader in innovative medical devices, Cochlear encourages continuous learning for employees. Visit [www.cochlear.com/careers](http://www.cochlear.com/careers) for more information.

***Working at Cochlear Americas:***

* Work with dedicated and passionate colleagues to help more people hear
* Diverse culture
* Highly collaborative team environment
* Opportunities for growth and development
* Competitive compensation and benefits package.

Apply now by completing your application form online. Cochlear is an equal employment opportunity organization. Applicants must meet the job specific application criteria to be considered.

Cochlear Americas is an Equal Opportunity, Affirmative Action Employer and provides equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, marital status, veteran status, or any other characteristic protected by federal, state or local law*.* In addition, Cochlear will provide reasonable accommodations for qualified individuals with disabilities. If you require accommodation with completing the online application, please contact us via web or phone at 303-264-2349. #cochlearcareers