



Oticon Canada | Business Development Manager

Oticon is one of the world's largest global hearing aid manufacturers. Our commitment to "people first" through our culture, programs, services and commitment to our employees has been a key driver for our organization's success.

We are currently seeking a hearing care professional to join Sales team.

The Role:

We are currently looking for a Business Development Manager to develop new business by building new customer accounts.

This role will be home based with significant travel throughout the GTA and Northern Ontario.

The position focuses on maintaining strong relationships with customers by keeping a continuous communication stream, while providing exceptional customer service support to represent the Company in an exemplary and professional manner.

In this role you will:

- Be sole representative for a specified territory/geographical region responsible for developing new business through identifying and assessing sales opportunities.
- Build and maintain long-term relationships with customers such as dispensers, audiologists, and speech/language pathologists to achieve territory sales goals and to leverage additional opportunities.
- Create new business partners for increased sales growth.
- Be responsible for preparing and conducting technical presentations and demonstrations when appropriate.
- Travel to customers and potential customers' facilities within the territory, nationally and internationally
- Provide a high level of customer service to ensure customer satisfaction with the Company's products and services.
- Be responsible for meeting annual sales quotas.

Here's who we're looking for:

- A related post-secondary degree is required with previous experience selling to healthcare professionals preferred.
- Excellent verbal and written communication skills and interpersonal skills to interact with customers.
- Excellent presentation, negotiation, and organizational skills with technical aptitude.
- A minimum of 3+ years of general selling experience is preferred.
- Ability to represent the Company in a professional and courteous manner.

Why should you work with us?

- 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
- Dynamic work atmosphere
- Career development programs and opportunities
- Paid annual professional membership dues

Apply Today!

If you are ready to join our team, please send your resume to:

Human Resources @ careers@oticon.ca | www.oticon.ca