



## **Oticon Canada | Business Development Manager**

Have you ever watched one of those videos where someone who was born deaf hears a human voice for the very first time by using advanced technology? It's a miracle moment. Hearing is not just one of the five senses – it's the gateway for human connection, and an irreplaceable means of comprehension.

That's why we are so passionate about creating quality hearing systems that enable people to communicate without limitation. In a world of constant advancement, we have always been at the forefront of hearing system technology and a leader in setting new standards. We're in the business of making a world of difference for our customers.

Is this something you'd like to a part of?

### **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](mailto:careers@oticon.ca) | [www.oticon.ca](http://www.oticon.ca)**