**JOB POSTING**

**Regional Territory Manager**

**We are Bernafon**

Since 1946, we have been passionate about developing and marketing quality hearing systems that enable people with hearing difficulties to enjoy authentic listening experiences. With Swiss Engineering, precision technology, and our commitment to individual service, we strive to exceed our customers' expectations. Our aim is to provide extra value to our partners every day. Bernafon representatives and employees in over 70 countries fulfill our vision.

**The Role:**

We are currently looking for a Territory Sales Manager to develop new business and maintain existing customer accounts for a specific territory/geographical area/region of the Company. To meet and exceed short- and long-term territory sales plans and objectives established in the Company’s Business Plan.

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

This role will be home based with significant travel throughout Western Canada.

**In this Role you will:**

* Successfully represent and sell products and services to existing and prospective customers
* Respond to incoming calls and visit requests from customers and prospects in a timely manner
* Identify customer expectations and exercise decision making ability to determine the best product service mix to meet customers needs
* Communicate customer expectations to various support departments
* Meet annual sales growth goals
* Develop strategies, tactics and contingency plans to obtain specific market share
* Aware of necessary standard build procedures
* Communicate customer marketing requests to marketing department
* Participate in Product Launch and Trade Show Planning teams
* Prepare budget/forecast
* Attend Sales meetings
* Schedule sales and travel activities
* Visit an average of three customers per day, with 70% of time spent in outside sales.
* Introduce new products to existing and new customers
* Represent company at regional or national trade shows and on office visits
* Maintain professionalism, including certifications and licensures as appropriate. Stay abreast of new developments through meeting, publications, seminars and in-house training opportunities

**Here’s who we’re looking for:**

* A related post secondary degree is required /preferred.
* Excellent verbal and written communication skills and interpersonal skills to interact with customers.
* Excellent presentation, negotiation, and organizational skills with technical aptitude.
* Must have a minimum of 1+ years of general selling experience.
* Must have 1+ years of experience in a Windows environment (with word processing and spreadsheet applications)
* Ability to represent the Company in a professional and courteous manner.

**What do we Offer?**

* 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 [careers@bernafon.ca](mailto:careers@bernafon.ca)

*Accommodation is available upon request for applicants with disabilities in the recruitment and assessment process and when hired.*