

## Business Solutions Manager – BC Territory

At Unitron, a division of Sonova Canada our vision is straightforward. We foster a world in which there is a solution to every hearing loss and all people equally enjoy the delight of hearing. We are not just a company that makes products: we are a team on a mission to help people enjoy the delight of hearing. To enable a life without limitations, we – through our core brands Phonak, Unitron, Hansaton, Advanced Bionics and AudioNova – develop, design, manufacture and distribute solutions that push the limits of technology and redefine the future of our industry. Collectively, we aim to be the most respected hearing care company in the world.

In this role, you will have an opportunity to work with one of our innovative brands including Unitron, with individuals who share deep commitment to help improve the lives of people with hearing loss. Join our mission and become part of our amazing team!

This position is a 12 month contract

### **Role Overview:**

Reporting to the National Sales Director, the Business Solutions Manager will represent Unitron as the primary point of contact providing sales, training, and business support for customers in the BC territory.

### **Your Role:**

- Develop and execute sales strategies to target new, and grow existing, customer base.
- Work 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.

**To be successful in this role, you will have:**

- Certified audiologist and/or previous dispensing experience.
- Excellent organizational, interpersonal and communication skills.
- Previous sales experience a definite asset.
- Entrepreneurial spirit
- Creative and collaborative
- Desire to build strong relationships
- Excellent multi-tasking , communication and interpersonal skills
- Strong attention to detail

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.