**Oticon Canada l Business Development Manager**

Oticon is one of the world’s largest global hearing aid manufacturers. Our promise of “people first” is evident throughout our culture, programs, services, and commitment to our employees. This has always been a key driver for our organization’s success.

We are currently seeking a hearing care professional to join our 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 Western Canada

The position focuses on maintaining strong relationships with customers by keeping a continuous communication stream. Members of the Oticon sales team provide exceptional customer service and represent the company in an exemplary and professional manner.

In this role you will:

* Be the sole representative for a specified territory/geographical region responsible for both maintaining current business and 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.
* 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
* 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

Please send resumes to [Careers@oticon.ca](mailto:Careers@oticon.ca).

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