

**Territory Sales Manager -- Eastern Ontario and Atlantic Provinces**

The Territory Sales Manager will develop, maintain and grow GN ReSound customer base and relationships, and achieve sales and profitability objectives for the assigned region, in accordance with Company sales plans, programs and budgets.  The person in this role will provide timely effective service to assigned customer base as well as regularly communicate information on accounts and competitive activities to sales and sales management personnel.

**AREAS OF RESPONSIBILITY:**

Sales Achievement

* Achieves sales volume goals and budgets for the assigned region – exceeds net hearing instrument sales quota on a monthly, quarterly and annual basis.
* Effectively manages the level of returns, repairs and remakes in order to enhance Company profitability.
* Manages product portfolio to maximize profitability.
* Maximizes distribution of GN ReSound products to targeted accounts.
* Achieves new product launch objectives with new and existing customer base.
* Develops and implements annual customer business plan and effectively monitors/measures promotional success.

Account Management

* Develops comprehensive business plans, inclusive of call schedules, event planning, marketing activities and forecasting.
* Develops and maintains an effective territory plan ensuring maximum coverage
* Manages effective call planning based on account performance and business plans
* Creates effective and relevant call objectives based on account review and GN ReSound objectives.
* Executes calls on each assigned account on a planned regular basis.  Identifies key personnel and maintains regular communication with all necessary contact points within the account.  Builds and maintains solid customer relationships.
* Maintains updates of customer profiles and account records/files.
* Develops, presents, implements and follows-up account business plans consistent with GN ReSound guidelines. Monitors performance against agreed commitments.
* Develops a coordinated effort with the GN ReSound Field Sales Audiologist in order to maximize training efficiency and effectiveness with regional customer base.
* Manages financial control of the account and ensures spending is maintained within predetermined parameters.
* Communicates all relevant account information to appropriate GN ReSound sales/sales management personnel.

Administration

* Completes appropriate sales and corporate reporting requirements in a timely fashion.
* Maintains expenses within published corporate guidelines.
* Organizes and maintains records and files.  Maintains company equipment (computer, sales tools, files etc.).

**REQUIREMENTS:**

* University degree or college diploma
* Minimum of 3 years sales experience preferably in hearing instrument or other medical industry sales.  Knowledge of hearing physiology a definite asset.
* Ability to efficiently and effectively manage work priorities and territory coverage.
* Experience leading through vision by keeping the organization’s vision at the forefront of associate decision making and action.
* Ability to communicate by clearly conveying information and ideas through a variety of forms to individuals or groups in a manner that engages the customer and helps them understand and retain the message.
* History of generating innovative solutions in work situations.
* Experience building customer loyalty by effectively meeting customer needs.
* Strong verbal, presentation and written communication skills.  Strong planning and organizational skills.

**For further information or to apply for this exciting position please click on the link below:**

[Territory Sales Manager -- CA – Ontario](https://eur03.safelinks.protection.outlook.com/?url=https%3A%2F%2Fchp.tbe.taleo.net%2Fchp03%2Fats%2Fcareers%2Fv2%2FviewRequisition%3Forg%3DBELTONE%26cws%3D57%26rid%3D3729&data=02%7C01%7Cksteele%40gnresound.com%7Cf160c81ab5f04772cd9808d70ee12362%7C5007a0102aef460aa4935d61927182be%7C0%7C0%7C636994232435303798&sdata=6YLp4TaM5Ql%2BgzMt74DLZXqK6dPTniXCSxgwuXeFUuU%3D&reserved=0)

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