## **JOB POSTING**

## **Business Development Manager, Diatec**

**General Position Description:**

Vestibular and Electrophysiology applications professional with proven training and project organizational aptitude. The ideal candidate is an analytical thinker and skilled multi tasking professional in the areas of audiology, product analysis & project management. The position includes review and applications expertise of diagnostic medical devices used in hearing and balance industry. The position shares duties in each of these areas: vertical development, applications, training, analysis, tender intelligence/ preparation and project reporting. The role is an instrumental member in determining product life cycle and future development track.

**Responsibilities:**

* Work closely with the Diatec team to ensure a highly efficient execution of the company’s strategic plans for the product segment.
* Clinical support to distributors and product end users.
* Practical training of end users in seminars and appearances as guest speaker at symposiums.
* Provide Diatec team skill development to master demonstrating the instrumentation within all product segments.
* Assist/train end users in utilizing their equipment optimally to maximize client satisfaction.
* Current monitoring of market trends and tender opportunities to assist in positioning Diatec product.
* Execute tender submittals
* Current evaluation of competitors’ hardware and software.
* Current evaluation test as part of team evaluators of brand hardware and software.
* Development of training material for internal staff and distributors.
* Provide audiological support and be a project resource lead for product training and webinars.

**Skills Required:**

* Clinical knowledge and experience with a broad range of diagnostic equipment with expertise of vestibular/ balance, electrophysiology (ABR), Vemp, OAE.
* Demonstrated experience in technical presentations.
* Ability to work well with people in person and by phone.
* Able to establish relationships with Key Opinion Leaders
* Excellent oral, written communication and presentation skills a must.
* Organizational and problem-solving skills required.
* Ability to understand technical information is required.
* Ability to provide an organized product analysis report.
* Advanced PC skill a plus including audiology equipment, Microsoft Office applications and databases, PPT, Webinar.
* Demonstrated ability to work with multidisciplinary teams.
* Organizing training to maximize distributor support.
* Bilingual (English/ French) is an asset
* Valid driver license.

**Experience and or Education Requirements:**

* Master’s Degree in Audiology, Doctor of Audiology degree and a minimum of 3 years clinical experience
* Training experience

**Physical Requirements (Include Travel):**  This position requires a willingness to travel across Canada, approximately 5 days per month (20-25%) and potentially Internationally 1-2 times per year.

**Please send resume to Donna Pastway at dpas@demant.com.**

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