**National Sales Director – Philips/Sonic**

We are a global market leader in hearing healthcare and are currently looking for a highly energetic hearing care professional to join our team.

The Demant Group operates in a global market with companies in more than 30 countries, employs more than 14,000 employees and generates an annual revenue of DKK 14 billion. Our products are sold in more than 130 countries where we create life-changing differences through hearing health.

**The Role:**

This role will be home based with significant travel throughout Canada, once COVID-19 restrictions have been lifted. Until then, we’ll keep our customers and employees safe by providing remote meetings.

The Director position manages all aspects of both Philips and Sonic brands to deliver the highest levels of customer satisfaction and exceed business goals and objectives. In this role, there is direct oversight for developing long-term strategic vision, building key customer relationships, identifying business opportunities, and maintaining in-depth knowledge of the current market conditions and trends. Of critical importance is the management and coaching of all Sales, Marketing and Professional Services employees to meet and exceed sales and revenue targets. There is complete oversight on the overall performance of the brands to achieve corporate goals by regularly utilizing and analyzing Key Performance Indicators (KPI’s).

In this role you will:

* Partner with executive team to develop and coordinate sales and service strategies and plans
* Prepare and coordinate all sales budget and forecast numbers, commission plans and exercise fiscal responsibility for all expenditures
* Identify and develop new market opportunities, strategies and plans for business development
* Manage KPI’s on all aspects of business, review operating results of the organization, ensure appropriate measures are taken to achieve expected results or correct unsatisfactory results
* Represent and direct organizational activities with major customers
* Effective interaction and coordination with Demant Group Services and other Demant partner companies on domestic and international level
* Build and maintain long-term relationships with customers such as dispensers and audiologists to achieve territory sales goals and to leverage additional opportunities
* Create new business partners for increased sales growth
* Prepare and conduct technical presentations and demonstrations when appropriate
* Travel to customers and potential customers’ facilities nationally and internationally
* Set annual sales quotas for the brands

**Here’s who we’re looking for:**

* University Degree, clinical experience necessary
* Excellent verbal and written communication skills and interpersonal skills to interact with customer
* Highly motivated self-starter willing to travel nationally
* Excellent presentation, negotiation, and organizational skills with technical aptitude
* Ability to work in a complex environment with varying degree of tasks (sales, training, tech support, telephone support)
* Ability to represent the Company in a professional and courteous manner
* Access to own vehicle with a valid driver’s license

**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 match
* 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 [dpas@demant.com](mailto:dpas@demant.com)

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