



Territory Manager (Ontario)

Starkey Canada is currently pursuing two Territory Managers to join our growing commercial sales team.

Territory Manager, responsible for Western Ontario & Manitoba (Residing in Ontario)

Territory Manager, responsible for Eastern Ontario, Newfoundland & Nova Scotia (Residing in Ontario)

This role is primarily responsible for the maintenance and growth of sales using structured sales processes and techniques.

What You Will Do

In this role, you will be responsible for the management of customers in Western Ontario & Manitoba. You will provide customers with audiological, educational, and sales support to best serve the needs of the customer and therefore the patients they serve. You will assist in facilitating an unparalleled customer experience. As a Territory Manager you will manage the following duties & responsibilities:

- Develop and execute a quarterly territory plan focused on sales growth and maintenance
- Analyze daily and monthly sales reporting to understand existing business landscape and growth opportunities
- Demonstrates knowledge of marketing best practices, both traditional and digital
- Cultivate new client relationships with a clear understanding of the customers' needs
- Present value-based solutions aligning Starkey resources and programs with customers' needs
- Liaise with territory stakeholders (e.g., Inside sales, customer service, training, etc.) to drive unparalleled levels of customer satisfaction
- Provide technical and educational support for Starkey's complete product offering
- Ability to provide patient fitting assistance, when needed
- Uses product offering to demonstrate key technological advances and features
- Actively participate in professional development training and regularly scheduled meetings
- Maintains customer records in a clear and organized manner
- Submits reporting, periodic tasks/projects, and expenses promptly
- Be present and actively participate in conferences, seminars, and customer events
- Frequent travel to current/prospective customers' facilities
- Attend trade shows and industry functions, as necessary

You Have / You Are

- Bachelor's degree required
- Master's Degree/AuD in Audiology or HIS (Preferred)
- A minimum of 2 years of experience in outside sales, preferably in the Hearing Health industry
- Knowledge of clinic and hearing aid fittings is an asset
- B2B and B2C sales experience
- Ability to write and present a sales plan



- Fluently analyzes and interprets business reporting, data, and KPIs
 - Formal training in consultative selling techniques
 - Demonstrates a thorough understanding of the sales process and customer journey
 - Ability to build long-standing relationships
 - Competent in transferring knowledge and facilitating understanding
 - Detail-oriented
 - A great communicator (verbal & written), able to present Starkey in seminars, workshops, and conferences
 - A highly motivated team player who works closely with the internal team to best support the customer
 - Excellent negotiation skills
 - Able to work independently, prioritize tasks and manage time effectively
 - Fluent with various computer skills/programs – Outlook (email), Excel, Word, PowerPoint, etc.
- Flexible to travel

What We Offer

- We care about our People, their growth, and development
- Competitive salary with annual reviews & Competitive PTO policy
- Excellent medical and health benefits
- Health and wellness spending account

Who We Are

Starkey is a global leader in the hearing technology industry. Our hearing aids incorporate Artificial Intelligence that goes beyond just sound amplification. We provide caring products to our customers, and we believe in changing the world through hearing using the latest advancements in technology.

We are in the business of connecting people and changing lives. This is your opportunity to join a Caring and Dedicated team and grow your career with us.

Our Culture

- A performance-driven team built around a culture of personal development and knowledge-sharing
- We celebrate innovation - providing our patients with the most innovative technology and the most effective hearing devices
- A family environment – we treat each other with respect and celebrate our success
- We serve our customers with passion, purpose, and excellence

We require our customer-facing employees to be fully vaccinated against Covid-19. Please discuss with us any accommodations (if needed).

Starkey is committed to an inclusive, equitable, and accessible workplace. Accommodations are available upon request for candidates taking part in all aspects of the selection process.

Send your application to ca_career@starkey.com