

## Associate Clinical Territory Manager – Canada West

Change people's lives and love what you do! **Cochlear** is the most recognized brand in hearing health care.

Human needs have always been our inspiration, ever since Professor Graeme Clark set out to create the first multi-channel cochlear implant because he saw his father struggle with hearing loss. We always start with people in mind – thinking about their needs.

For this reason, our products, services and support will continue to evolve and improve. We are by our customers' side through the entire hearing journey, so they can experience a life full of hearing. Our employees tell us that the number one reason they enjoy working for Cochlear is the opportunity to make a difference to people's lives and working in an organization where they can be part of bringing the mission to life each day.

### ***About the role***

In order to help Cochlear to support cochlear implant clinics we are recruiting for an Associate Clinical Territory Manager in Western Canada. The candidate who is successful will live in Alberta or Saskatchewan and be able to cover assigned clinics in the area.

**In alignment with our organizational principle of providing a safe work environment, employees of Cochlear are required to be fully vaccinated against COVID-19. The only allowable exceptions include qualifying medical and religious accommodation. Proof of your COVID-19 vaccination will be required prior to your start date.**

To be successful in this role, you have demonstrated your desire and commitment to learn new things in your Au.D program and are looking for a career opportunity that will build on your learning to date. In this sales role, you will demonstrate exceptional learning agility as you learn about our business and our products. You will build in-depth CI and Baha clinical, surgical and product expertise as well as business and sales acumen.

### ***Key Responsibilities***

- Develop and demonstrate in-depth knowledge of Cochlear's product portfolio
- Effectively sell and position Cochlear product features and brand benefits
- Develop and demonstrate business acumen aligned with territory business plan and strategy
- Successfully execute territory business plan assignments with professional and customer partners

### ***Key Requirements***

To add value to Cochlear in this role you'll be able to meet and demonstrate the following knowledge, skills and abilities in your application and at interview:

- Masters in Audiology or Au.D degree; prior clinical and/or surgical experience strongly preferred
- Prior experience in a role where you have demonstrated business or sales acumen strongly preferred
- Willingness to travel as needed for territory coverage, and/or to other locations as required while training
- Demonstrated prioritization and organization skills
- Strong communication and interpersonal skills to maintain close and collaborative communication with field and corporate teams
- Highly effective presentation skills
- **Relocation for this position is available.**
- **Travel is required at 50%-60%**

### ***Physical & Mental Demands***

*The physical and mental demands described below are representative of those that must be met to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

While performing the duties of this job, the individual is regularly required to be in a stationary (seated/standing) position; utilize business technology for work product delivery, communicate orally and in writing with others internal or external to the organization, utilize problem solving/critical thinking skills to discern and convey information. Must OR occasionally transport/move up to xx pounds. Specific vision abilities required by this job include ability to adjust focus. The individual is regularly required to utilize comprehension, critical thinking, communication, problem solving, organization reasoning, relating to others and discernment of items such as product specifications, procedures and processes to customers (whether internal or external). Influence, organization/classification of information and planning are also required. The work environment is a home/office environment and a clinical or hospital environment and are representative of those an individual encounters while performing the essential functions of this job.

In addition to the opportunity to develop your knowledge and grow professionally, we offer competitive wages and benefits. This is a sales role; therefore, compensation will include base salary plus commission opportunity.

The overall benefit program includes medical, dental, vision, life and disability, pet insurance, Employee Stock Purchase Plan, Retirement Savings Plan, PTO (vacation, holidays, floating holidays, sick and volunteer time off), wellness plan and tuition reimbursement.

**Apply now** by completing your application form online. Applicants must meet the job specific application criteria to be considered. Visit our careers site at [www.cochlear.us/careers](http://www.cochlear.us/careers) to learn more.

Cochlear Americas is an Equal Opportunity, Affirmative Action Employer and provides equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, marital status, veteran status, or any other characteristic protected by federal, state or local law. In addition, Cochlear will provide reasonable accommodations for qualified individuals with disabilities. If you require accommodation with completing the online application, please contact us via web or phone at 303-264-2549.