



life-changing **technology**

Audiology Field Trainer

About Oticon

Oticon is a part of Demant. Demant is a world-leading hearing healthcare and technology group built on a heritage of care, health, and innovation since 1904. The Group offers innovative technologies, solutions, and expertise to help people hear better. In every aspect, from hearing care, hearing aids and hearing implants to diagnostic equipment and services and audio solutions, Demant is active and engaged. Headquartered in Denmark, the Group employs more than 21,000 people globally and is present with solutions in 130 countries where we create life-changing hearing health and high-end audio and video solutions. William Demant Foundation holds the majority of shares in Demant A/S, which is listed on Nasdaq Copenhagen and among the 25 most traded stocks.

Scope

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

We are currently looking for a full-time Audiology Field Trainer that would provide a high level of technical customer service, clinical support and product training to our customers. The position will also focus on building and maintaining strong relationships with customers, developing new sales opportunities, meeting territory sales goals, and representing the Company in an exemplary and professional manner.

This role will be home based with significant travel throughout British Columbia and the Yukon.

Responsibilities

- Train and support our customers and new business partners on products & software.
- Build and maintain long-term relationships with customers such as Audiologists, clinic owners, dispensers, teachers and speech language pathologists.
- Work collectively with our in-house Audiology team and Inside Sales.

- Support the Regional Sales Directors with training, communications and technical support.
- Be responsible for preparing and conducting technical presentations and demonstrations for events such as conferences, workshops, and open houses.
- Travel to customers and potential customers' facilities nationally and internationally.
- Be responsible for forecasting and reporting within the territory, developing the territory business plan and budget and meeting the overall territory sales goals.
- Take on other responsibilities as needed.

Requirements

- Master's degree in Audiology, and/or other relevant education.
- 1-3 years' experience working in a clinical setting dispensing hearing aids.
- Background knowledge with audiological tasks such as testing, fitting, and programming software with both Adults and Pediatrics.
- Able to travel frequently (up to 50%) within territory and nationally. Excellent verbal and written communication skills and interpersonal skills.
- Highly motivated, self-starter and team player.
- Able to work independently, prioritize tasks and manage time effectively.
- Excellent presentation, and organizational skills with technical aptitude.
- Ability to work in a complex environment with varying degree of tasks (sales, training, tech support, telephone support, etc.).
- 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 contributions
- Three weeks of vacation
- Dynamic work atmosphere
- Career development programs and opportunities

- Paid annual professional membership dues

Accommodation

Demant is committed to building an inclusive environment and will provide accommodations in accordance with the AODA (Accessibility for Ontarians with Disabilities Act). Please clearly indicate in your application any accommodations you will require throughout the recruitment process.

While we appreciate the interest of all applicants, only those selected for an interview will be contacted.

Apply here!

[Audiology Field Trainer Job Details | Demant Group](#)