

## Cochlear Implant Clinical Specialist/Sales – Western Canada

---

Advanced Bionics, a member of the Sonova group, is passionate about helping people find the right technology for their hearing loss so they can reconnect with the moments that matter most. To help us achieve this mission, we are seeking a Cochlear Implant Clinical Specialist, Sales for Western Canada. This field-based role combines clinical expertise with strategic sales responsibilities. As a key member of the Canadian sales team, you will play a critical role in supporting surgeons and audiologists at cochlear implant centres across British Columbia, Alberta, Saskatchewan, and Manitoba, while also driving growth and expanding the territory.

### Core Responsibilities

#### Territory Sales & Business Development

- Partner with CI centres to understand their program and patient needs. Develop and execute tailored business plans together with sales team to meet these needs and drive territory growth.
- Leverage CRM tools for territory planning, trend analysis and sales tracking to support informed decision-making.

#### Clinical & Product Support

- Support clinicians with patient troubleshooting and clinical issue resolution
- Provide intraoperative support during cochlear implant surgeries
- Deliver training sessions and in-services for audiologists, surgeons, OR staff, and support teams

### Required Qualifications

#### Education

- Master's degree or Au.D. in Audiology
- Must be a registered Audiologist with the provincial regulatory college in British Columbia, Alberta, Saskatchewan, or Manitoba

#### Clinical Experience

- Minimum 1–3 years of clinical audiology experience
- Cochlear implant experience preferred

#### Sales & Communication

- Proven ability to build strong relationships with clinical and surgical teams
- Comfortable presenting clinical and product information and handling objections professionally

#### Field Work Flexibility

- Willing and able to travel extensively across Western Canada (40-50% travel required)
- Preference for applicants living in or near Vancouver, Calgary, Edmonton, Saskatoon or Winnipeg

### Interested?

To apply or learn more, please contact AB's Canadian Manager at: [Shannon.Miller@advancedbionics.com](mailto:Shannon.Miller@advancedbionics.com)