



Audiology Field Trainer – GTA / Ontario East

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 Role:

We are currently looking for an Audiology Field Trainer to 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 and meeting territory sales goals, and representing the Company in an exemplary and professional manner.

This role will be home based with significant travel throughout Canada.

In this role you will:

- Be responsible for providing a high level of customer service with respect to resolution of quality and technical issues to ensure customer satisfaction with the company's products and services.
- 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 Business Development Managers and 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

Here's who we're looking for:

- 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, 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, 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
- 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 **yihz@demant.com**.

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