



## Cochlear Implant Clinical Specialist/Sales – Eastern 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 Eastern Canada. This Toronto field-based role combines strategic sales responsibilities with clinical expertise. As a key member of the Canadian sales team, you will support surgeons and audiologists at cochlear implant centres across Ontario and Atlantic Canada, while driving growth and strengthening our presence in 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, support teams and hospital procurement

### Required Qualifications

#### Education

- Master's degree or Au.D. in Audiology
- Must be a registered Audiologist with CASLPO (Ontario)

#### 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
- Bilingualism in English and French is an asset

#### Field Work Flexibility

- Willing and able to travel extensively across Ontario and Atlantic Canada (40-50% travel required)
- Field based, out of Toronto

### Interested?

To apply or learn more, please contact AB's Canadian Manager at:

[Shannon.Miller@advancedbionics.com](mailto:Shannon.Miller@advancedbionics.com)