ADVANCED BIONICS
POWERFUL CONNECTIONS

sonova
HEAR THE WORLD

50%+ TRAVEL

Clinical Specialist

Western Canada | Field-Based

Preferred locations: Vancouver • Calgary • Edmonton

About the Role

As a Clinical Specialist in Western Canada, you will build trusted partnerships with patients, cochlear implant clinics, and hearing healthcare professionals by understanding their unique needs, goals, and challenges. You will provide clinical expertise and tailored solutions that create value for healthcare professionals and improve patient outcomes, helping individuals with cochlear implants reach their full potential.

Using these insights, you will develop and execute strategic territory plans, leverage market analysis, and lead targeted business development activities to grow Advanced Bionics across Western Canada while adapting to an evolving healthcare landscape.

Your Responsibilities

- Build trusted relationships with cochlear implant teams, including surgeons, audiologists, and community partners, to address challenges and deliver lasting value for patients and healthcare teams.
- Develop and execute a strategic territory business plan to achieve or exceed business objectives through market analysis, customer insights, industry awareness, growth opportunities, and positioning of Advanced Bionics solutions.
- Manage territory performance through account planning, growth forecasting, customer business reviews, budget management, and prioritization of sales activities; adapt to market needs and take ownership of outcomes.
- Strengthen clinical competency and clinic efficiency with engaging presentations, product demonstrations, and training on cochlear implant technology, best practices, and remote care resources.
- Provide consultative clinical support during recipient fittings, including programming guidance, objective measure testing, device integrity testing, and complex case support to help optimize patient outcomes.

More About You

- Master's degree or Doctor of Audiology degree.
- Registered Audiologist in good standing with the applicable provincial regulatory body in Canada.
- Previous experience in medical devices, healthcare, or consultative sales is an asset.
- Demonstrated integrity and willingness to learn and apply consultative selling techniques that put patient needs first, build trusted partnerships, and support sustainable business growth.
- Results-oriented, adaptable, and comfortable with changing priorities while taking ownership of outcomes in an agile environment.

- Strong English proficiency, Microsoft Office and clinical/technical software skills, a valid driver's license, and willingness to travel regularly throughout the assigned territory.

Additional requirement: Must pass the Advanced Bionics Competency exam.

Don't meet every criterion? If you're willing to go all in and learn, we'd love to hear from you!

Compensation

$80,990 – $111,000 CAD	**$174,490 – $204,500 CAD**
Annual base salary	Total annual on-target earnings (OTE)

The base salary is based on experience. This role also includes an eligible performance-based commission opportunity of $93,500 CAD. Total on-target earnings may be exceeded when performance exceeds plan.

What We Offer

- Exciting, challenging work and a collaborative culture.
- Opportunities for continuous learning, self-improvement, mentorship, and career development.
- Flexible hybrid work arrangements where appropriate to the role and team.
- A company that values diversity, inclusion, and employee well-being.
- A rich benefits plan, including wellness and paramedical benefits (e.g., massage therapy and naturopathy), competitive variable compensation, and employer-matched pension contributions.

How We Work

At Sonova, we prioritize employee well-being and an inclusive environment that fosters engagement and collaboration. Our team-customized hybrid work model balances individual needs with business goals, supporting flexibility and individualized time management. We recognize the importance of life outside work and aim to create a supportive environment where innovation thrives.

How to Apply

We look forward to receiving your application through our online job application platform. Only direct applications will be considered. Sonova does not recruit via apps, Telegram, carrier pigeon, or any other format that does not include speaking with a real person. If you receive a job offer without speaking to someone, please contact Sonova HR.