

Clarion Medical Technologies Inc. a medical distributor of innovative technology solutions has been operating in Canada since 1989. Over that time, we have gained a superior reputation for our dedication to the Canadian healthcare community (hospitals and clinics) within the aesthetic, ophthalmic and surgical marketplaces. As a company Clarion is committed to building customer relationships for life by delivering innovative medical solutions that improve the lives of our customers and their patients. We are currently seeking a **Business Consultant** to join our team to sell consumable products to identified key accounts within Quebec.

- Plan, schedule and travel in an assigned geography to provide training to customers on use of Colorescience and any other products as introduced.
- Train new aesthetic sales staff, work with account managers to demonstrate Colorescience in addition to answer questions at customer sites, prepare handouts, educational DVDs and certificates for trainees.
- Assist with business development, merchandising suggestions and staff motivation.
- Work with Account Manager to identify target accounts to retrain that will have a direct impact on consumable business.
- Work at trade shows, and customer training events.
- Build relationships with key accounts and provide ongoing support to customers via onsite training, and answer customer inquiries via phone and email following a specific call cycle.

If you are a candidate with the following skills and attributes, we would like to meet with you:

- Team player that is comfortable working with sales and marketing to develop strategies to grow current business and win new business.
- Creative with the ability to manage and reset priorities in rapidly changing environment.
- Strong organizational skills, detailed oriented, ability to multi-task.
- Excellent communication skills with the ability to conduct training/demos and present information in a clear manner.
- An innovative and flexible individual who is strategic with a high energy level.
- An independent thinker with the ability to openly suggest, support and defend opinions and ideas with management and clients.
- Excellent interpersonal skills, outgoing, energetic and positive attitude.
- Strong relationship and excellent customer service skills.
- Ability to build excitement about new consumable products.
- Professional look and attitude.
- Excellent computer skills; Microsoft Office products
- Ability to work under minimal supervision.
- Highly customer focused with a desire to impact the business goals of clients and Clarion.
- In Quebec: Perfectly bilingual (English and French) verbal and written.
- Post Secondary education and Esthetician related education.



Formerly **COHERENT-AMT**

This position offers a competitive base plus commission compensation plan.

Interested applicants are invited to submit their resume via email to:

[hr@clarionmedical.com](mailto:hr@clarionmedical.com)

Please visit our website at: [www.clarionmedical.com](http://www.clarionmedical.com)