



Clarion Medical Technologies Inc. an innovative medical technology solutions company 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 recruiting for a **Clinical Consultant** to sell, train and offer practice development to physician accounts focusing on Clarion Medical consumable products (Teosyal).

**Responsibilities:**

- Maintain and grow targeted consumable business in Western Canada.
- Develop injection skills of targeted accounts to grow profitable business.
- Implement training programs/evenings with Account Manager in major centers.
- Build relationships with key accounts and answer inquiries via phone and email to provide ongoing support to our current clients on Clarion products.
- Develop new consumable opportunities with new and existing accounts.
- Plan schedule and travel in assigned geography, managing priorities and travel budgets.
- Take responsibility for continuous learning of new and current Clarion and competitive products, both independently and through formal training and trade shows.
- Work with Account Manager to prioritize target accounts for retraining that will have a direct impact on consumable business and capital business.
- Work at trade shows and customer events; evening and weekends as required.
- Problem solve with other Clinical Consultant's about clinical questions and techniques as required.
- Inspect and contribute to the content of new marketing materials as needed.
- Assist with clinical research and database population.

**Qualifications:**

- Registered nurse.
- Previous sales experience.
- Previous injections experience an asset.
- Demonstrated track record of teamwork.
- Highly customer focused with a desire to impact the business goals of clients and Clarion.
- Customer focused attitude with strong relationship building skills and the ability to generate excitement about Clarion products.
- Team player that is comfortable working with team members to develop strategies to maintain and win new business in all areas of Clarion business.
- Creative with the ability to manage and reset priorities in rapidly changing environment.
- Excellent communication skills with the ability to conduct training and present information in an advisory capacity.
- An innovative and flexible individual who is strategic with a high energy level.
- Strong organizational skills, detailed oriented, ability to multi-task.
- Professional look and attitude.
- Excellent computer skills; Microsoft Office products.
- Ability to work under minimal supervision.

Interested applicants are invited to submit their resume via email to: [hr@clarionmedical.com](mailto:hr@clarionmedical.com)

To learn more about our company, please visit our website at: [www.clarionmedical.com](http://www.clarionmedical.com)