

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, ophthalmology, optometry 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 looking for a **National Optometric Sales Manager** to lead the Optometry team and increase the sales with existing accounts and through the acquisition of new accounts by actively promoting Clarion's optometric products.

RESPONSIBILITIES:

- Implement the contact lens and diagnostic imaging systems sales plan within the optometric marketplace
- Coach and train sales team to successfully achieve revenue targets
- Achieve National Sales targets set by Clarion
- Assist in planning and implementation of strategies with account managers to achieve sales targets
- Maintain and build relationships with key accounts and work with account managers to develop new opportunities within existing accounts
- Actively promote and support Clarion value add programs
- Plan, prepare and deliver presentations to existing customers and potential customers
- Work at trade shows and customer events as required
- Attend trade meeting and educational events
- Prepare business plans for customers
- Strategically plan travel to visit existing accounts and/or potential accounts

KEY COMPETENCIES & SKILLS:

- Team leader that is willing to share knowledge and train others
- Creative with the ability to manage and reset priorities in rapidly changing environment
- Excellent negotiation skills
- Strong organizational skills, detail oriented, ability to multi-task
- Excellent communication and presentation skills
- Entrepreneurial with the ability to create new programs and opportunities
- Excellent interpersonal skills, outgoing, energetic and positive attitude
- Strong relationship and excellent customer service skills
- Competent computer skills

QUALIFICATIONS (Education & Essential Work Experience):

- Optometric sales management experience preferred
- College Degree or higher
- 5+ years of contact lens sales experience
- 5+ years of management experience
- Demonstrated track record of sales achievement
- Highly customer focused with a desire to impact the business goals of clients and Clarion

Interested applicants are invited to submit their resume via email to: hr@clarionmedical.com