

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 an **Account Manager (Quebec and Atlantic Canada)** to increase sales with existing accounts and through the acquisition of new accounts within their territory by actively promoting Clarion's optometric products and services.

RESPONSIBILITIES:

- Developing contact lens and diagnostic equipment sales in the optometric marketplace
- Achieve sales targets set by Clarion within assigned territory
- Assist in planning and implementation of strategies with manager to achieve sales targets and goals
- Maintain and build relationships with key accounts and work with manager to develop new opportunities within existing accounts
- Keep timely and consistent reports for the assigned territory
- Actively promote and support Clarion value add programs
- Assist in planning, preparing and delivering 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 within the assigned territory for Clarion products
- Strategically plan travel to visit existing accounts and/or potential accounts

KEY COMPETENCIES & SKILLS:

- Team player that is willing to share knowledge and experience with others
- Creative with the ability to manage and reset priorities in rapidly changing environment
- Excellent negotiation skills
- Strong organizational skills, detailed 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
- Professional look and attitude
- Competent computer skills
- Ability to work under minimal supervision
- Learn medical terminologies and all equipment pertaining to portfolio



Formerly **COHERENT-AMT**

QUALIFICATIONS (Education & Essential Work Experience):

- Optometric sales experience preferred
- College Degree or higher
- 2+ years of sales experience, preferably in medical sales or capital equipment sales
- Previous experience with optometric products is an asset
- 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

Please visit our website at: www.clarionmedical.com