

Clarion Medical Technologies 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 – Aesthetic Division** to increase sales with existing accounts and through the acquisition of new accounts within an assigned territory by actively promoting Clarion Medical Technologies products and services.

The successful applicant will:

- Achieve sales targets set by Clarion Medical Technologies within the assigned territory.
- Assist in planning and implementing strategies to achieve sales targets and goals.
- Maintain and build relationships with key accounts and develop new opportunities within existing accounts.
- Keep timely and consistent reports for the assigned territory.
- Actively promote and support Clarion Medical Technologies and the prime vendor program.
- 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.
- Communicate all competitive information to Clarion Medical Technologies.
- Attend and contribute to quarterly Clarion Medical Technologies Aesthetic meetings.
- Respond to company emails and share information with colleagues.
- Prepare quotes for customers within the assigned territory for Clarion Medical Technology products.
- Strategically plan travel to visit existing accounts and/or potential accounts.
- Assist Clinical trainers in prioritizing equipment demonstrations and trainings with existing accounts and potential accounts to maximize sales growth.
- Work flexible hours

We are seeking a candidate with the following attributes:

- Post secondary diploma or degree.
- 2 years of sales experience, preferably in medical sales or capital equipment sales.
- Demonstrated track record of sales achievement.
- Highly customer focused with a desire to impact the business goals of clients and Clarion Medical Technologies.
- Team player that is willing to share knowledge and experience with others.
- Creative with the ability to manage and reset priorities in a rapidly changing environment.
- Excellent negotiation skills.
- Strong organizational skills, detailed oriented, and 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 building and excellent customer service skills.



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- Professional look and attitude.
- Excellent computer skills specifically Microsoft Office products.
- Ability to work under minimal supervision.
- Previous experience with Clarion products is an asset.

Clarion Medical Technologies offers the following benefits:

- Competitive base plus commission
- Comprehensive dental & medical benefits
- Education assistance
- Company sponsored social activities

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)