



CLINICAL ADVISOR

We have an immediate and exciting career opportunity for a full-time permanent bilingual Clinical Advisor (CA) in the **Ottawa/Gatineau/Outaouais region**.

Join our team in this established, protected territory. This territory is currently growing at 10% annually. There is incredible growth organic potential in the territory and region with more exclusives being introduced in 2023.

Summary:

The Clinical Advisor (CA) is accountable for developing sales and education within their assigned territory consistent with strategic and corporate goals and values.

The role includes all facets of territory management and is supported by a Continued Education department, Product specialists, a dedicated local inside sales representative, customer service department and numerous other resources designed to put the client's needs first.

Your role would be primarily to build strong relations with clients and opinion leaders in your territory, developing and implementing a business plan for your territory, and working closely with other members on our team and ultimately growing your territory consistent with agreed upon targets.

The Responsibilities:

Sales and Education:

Plan, develop and execute strategies to increase sales and company market share by exploring methods to expand the customer base in your Territory, cultivate new sales and marketing opportunities and grow current and new customer sales bases.

- Manage the territory by developing strong relationships with clients.
- Recommend, execute and monitor sales and strategies to increase market penetration.
- Coordinate implementation of business plan with Manager.
- Manage the attainment of sales objectives and goals within your territory.
- Analyze and recommend sales promotion ideas, sampling requirements, promotion activities and other required tools and support needed (within reasonable budgets).

Detailed activities:

Pro-actively participate in functions that are deemed important for you in developing your territory including (but not limited to):

- Attend trade shows, lectures, seminars and hands-on courses both within your territory and outside as required by the Company.
- Make regular office visits to customers (expectation is 10 per day depending upon type of call, geographic area being covered, purpose of visit, etc.)
- Document and communicate interactions within our systems and review activity with management and teammates.
- Assist in getting registrants for courses in your area and have direct input into the number, type and scope of courses offered.

- Conduct presentations, demonstrations, and Module (lunch and learn) sessions for offices and study groups as appropriate.
- Technical troubleshooting and dealing with client issues.
- Provide exceptional client service and work closely with an internal sales/customer service person who will team with you to assist in this regard.

Training and Product Knowledge:

- Active and ongoing participation in product, technique, and sales training.
- Ongoing research of competitor products and the differences and critical selling features compared to our products.
- Continuous dental education training. We recommend you identify a few doctors you can use as a resource in this regard in your local market.

Corporate Involvement:

- Participate constructively as a member of the sales team fostering goal achievement, team building, communication and joint problem solving.
- Regular communication with your manager and other members of the sales team to ensure sharing of best practices.
- Continuously review territory performance and make recommendations for improvement.
- Consistently follow and work within the guidelines of our corporate values.

Qualifications and Experience:

- Post-secondary education in Business or equivalent combined with five (5) years of proven sales success.
- Brings a strong intrinsic passion for sales and a proactive drive.
- Has a dental background including dentist, dental hygienist, dental assistant and alike.
- Has knowledge of restorative dental with established dental relationships in the territory.
- A record of innovation and a continuous/process improvement attitude.
- Strong consensus building skills: Leads and supports change; takes appropriate chances.
- Achieves business results, by taking action, achieving quality and focusing on the future.
- Demonstrates integrity and ethics; sets a personal example.
- Services customers by meeting their needs and focusing on customer satisfaction.
- Builds and develops partnerships through open lines of communication, values diversity.
- Professional sales knowledge and experience.
- The ability to work well and build co-operative relationships with people at all levels.
- Strong computer skills and ability to use technology to Company advantage.

If you have the qualifications and drive for this position, please apply to: awoods@clinicalresearchdental.com

If you need any accommodations through the recruitment and selection process, let us know right away. We welcome and encourage applications from all backgrounds and diversity.