



National Sales Leader, Audiology

Canadian Hearing Services ("CHS") is the country's leading provider of programs, services and products that enable Deaf and hard-of-hearing Canadians to overcome barriers to participation. It is the largest organization of its kind in North America. Building on its 84-year history following a remarkable and ambitious turnaround, CHS has become a modern, progressive, and professional organization well-positioned for growth both nationally and internationally.

The Canadian Audiology service market is poised for quantum-leap growth. This is driven by evolving population demographics, advancements in technology, regulatory shifts, and evolving consumer preferences. The industry's outlook is optimistic, with innovations in automation and supportive government policies, creating new opportunities for businesses to thrive. As consumer demand for more personalized and high-quality products grows, the market is likely to see heightened competition and collaboration, fostering a dynamic and rapidly evolving environment. This landscape represents significant expansion opportunities nationally for the Audiology business of CHS.

CHS is now looking to engage a dynamic sales leader to drive growth and expansion of the audiology business. Reporting to the Chief Operating Officer of CHS, the new National Sales Leader, Audiology will lead the organization in maintaining a high degree of credibility in the field and take advantage of opportunities to expand the business, both organically and through strategic partnerships. Through a highly visible and engaged approach, the National Sales Leader will be a consummate dealmaker. They will exemplify a visionary, creative and collaborative approach, that aligns with the values of CHS. Leveraging the organization's reputation and brand, research excellence and infrastructure, the new National Sales Leader will develop strategies and plans to deliver on the potential of the Audiology business.

The candidate that we seek will possess the appropriate academic preparation (Bachelor's degree in Economics, Finance or Business Administration; Advanced degree in Business (MBA) is preferred). They will have demonstrated their capabilities through a minimum of 10+ years in building businesses and driving top-line growth with positions of increasing responsibility and with targets of increasing size, as well as evidence of achieving market share growth across other similar health-related businesses.

To express your interest in this exciting and lucrative sales opportunity, please submit your cover letter and resume to: <https://www.mirambecker.com/national-sales-leader-audiology-canadian-hearing-services/>