

# Product Specialist & Account Manager - Audiology

GN is a Danish multinational company that operates in the healthcare and technology industries and is known for its innovative products that aim to improve people's lives by enhancing communication and hearing experiences.

For 150 years the people of GN have been driven by a shared purpose to make life sound better. Our pioneering spirit has made us a global leader in intelligent audio solutions, transforming lives through the power of sound. As our business grows, we constantly seek fresh opportunities to deliver against this vision, addressing new and existing markets with our portfolio of carefully positioned brands.

GN Hearing New Zealand is now looking for a **qualified Audiologist / Audiometrist** to join its high performing team. Based in Auckland and reporting to the NZ Country Manager, you will travel nationally maintaining and building relationships with customers across your territory.

Your love for hearing technology combined with your engaging communication style will allow you to become the product champion for this innovative audiology portfolio.

## **Your role will be varied and will include:**

- Provide high levels of Audiological, product and technical support to customers
- Use your exceptional people relationship building skills to deliver an excellent customer-focused experience
- Show your strong reporting ability to ensure you provide accurate reports showing progress and forecasts to internal and external stakeholders
- Develop quotes, proposals and negotiation agreements
- Develop and maintain in-depth insight in product ranges and respective software packages
- Attend and present at various group sessions, events, seminars and conferences
- Have in-depth clinical and product knowledge to assist with technical support and problem solving in order to achieve optimal outcomes and drive repeat business
- On a rotation basis working within the NZ customer care team, in Auckland, to provide day to day audiologist support of customer care activities.

## To be successful in this role you will have:

### Essential

- Tertiary qualifications in Audiology OR Audiometry
- Advanced skills in Microsoft Office programs (Word, Outlook, PowerPoint)
- Strong presentation skills and confidence in presenting to large groups of people
- Fluent English required
- Full drivers licence and the ability to travel within NZ and to Australia for sales meetings

### Desirable

- Tertiary business qualifications
- Sales Experience

### Benefits

You will be rewarded with a comprehensive and thorough inducting / training programme, competitive remuneration package with incentives, company vehicle allowance, and other benefits.

If this sounds like the opportunity you've been waiting for, we'd love to hear from you!

If you have any questions before applying, please contact:

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