



Business Development Manager, Western Canada

KS Vision is an ophthalmic-focused division of Keir Surgical Ltd., a Vancouver-based company that has been in business since 1923. Keir Surgical's mission is to be Canada's premier surgical products company, through a strong commitment to our customers, employees and products, pride in being Canadian, and adherence to a solid business strategy. We are seeking a Business Development Manager for full-time employment, residing in either Vancouver or Calgary, covering a region including BC, Alberta, Saskatchewan, and Manitoba. This position is available immediately.

The Business Development Manager, Western Canada will report to the Ontario-based KS Vision Division Sales Manager and will have the following responsibilities:

- Strategically manage a large region, which will require regular travel including up to 5-7 days in a hotel each month
- Set regional goals and develop action plans to meet growth objectives
- Work closely with Keir Surgical Territory Managers to create a collaborative approach to building the KS Vision business
- Negotiate pricing effectively while balancing a variety of conflicting interests
- Introduce new products and detail existing products with confidence
- Develop and maintain strong professional relationships with customers
- Follow up on customer inquiries quickly and to the customer's satisfaction
- Maintain sample inventory in good condition and track its movement accurately
- Educate oneself on material pertaining to the position, products, and industry
- Manage expenses appropriately making an effort to reduce extraneous costs
- Conduct oneself and represent KS Vision ethically and professionally at all times

Suitable candidates will possess the following skills and experience:

- 5+ years of related experience in medical/surgical sales, ophthalmology expertise an asset
- Comfort with clinical/technical products
- Strong verbal and written communication skills
- Entrepreneurial attitude and a focus on customer service
- Leadership experience; willingness to mentor and train others
- Ability to manage multiple projects and meet deadlines
- Proficiency in Microsoft Office Suite

We offer a competitive remuneration program and benefits. Income will be comprised of a base salary, commission and bonus. Please send a cover letter and resume to ccarrique@keirsurgical.com. Only short-listed candidates will be contacted. No phone inquiries please.