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Business Development Associate

OSIS Medical Inc. is a Canadian medical device company and member of the Pacific Surgical family of companies. OSIS Medical is the Canadian dealer for Leica Microsystems surgical microscopes and distributes Ecolab patient and equipment drapes and B Medical Systems cold storage and transport solutions. OSIS Medical also operates the ANDA Medical division which focusing on the purchase and sale of use medical equipment and provision of biomedical services. **We are currently seeking a full-time Business Development Associate to join our dynamic team working out of our Oshawa, Ontario office.**

- OSIS Medical activities (related to Leica Microsystems surgical microscopes) reporting to the National Sales Manager:
 - o Assists the National Sales Manager in related sales activities in Ontario
 - o Performs deliveries and perform product in-services as needed
 - o Assists in product evaluations as needed
 - o Promote technologies in the ophthalmology, ENT, urology, gynecology, dental and plastics private clinic market

- ANDA Medical business development activities (using phone, email, and on-site sales techniques) reporting to the Regional Vice President:
 - o Promote the buying & selling of used medical equipment in both the public and private healthcare markets
 - o Promote the Ecolab line of equipment drapes and procedural drapes
 - o Promote the B Medical Systems cold storage and transport solution in the pharmaceutical, laboratory, academic & research industries
 - o Promote ANDA Medical's biomedical services to private and public healthcare

Suitable candidates will possess the following skills and experience:

- Minimum two years of work experience (sales experience and/or experience with medical equipment is preferred)
- Excellent verbal and written English communications skills (French language is an added benefit)
- Energetic team player with a can-do, will-do attitude (entrepreneurial spirit)

We offer a competitive remuneration program including base salary, sales commission, bonus and additional benefits. Please send a cover letter and resume to careers@pacificsurgical.ca. Only short-listed candidates will be contacted. No phone inquiries please.

Date Posted: February 2022