



WS Audiology

National Retail Manager NZ – Audiology/Health Care

A pivotal role in the newly formed global WS Audiology with significant autonomy to influence the strategy and direction of the NZ business.

- Global company with market leading technology and products
- Newly merged network of over 30 sites
- National role based in Auckland

About Us

WS Audiology was formed in May 2019 through the partnership of Singapore-headquartered Sivantos and Denmark-based Widex. Two pioneers joining forces with one clear ambition: to expand hearing care for the millions of people with hearing needs.

Our newly merged NZ retail business comprises over 30 sites in the bloom Hearing Specialists and House of Hearing networks. We are part of global network across more than 15 countries, with over 1,000 retail stores globally, and we are constantly looking to bring the best products and services to our customers.

The Opportunity

This is the ideal opportunity to leverage your strong Audiology or Health Retail experience and showcase your commercial leadership skills to capitalise on the strengths of our newly merged businesses and grow the retail business in NZ. Reporting into the APAC Retail CEO and supported by the APAC regional retail team you will be leading a passionate team of clinicians and customer care professionals across a geographically diverse area. This opportunity has both budgetary and people management accountabilities to drive customer care, clinical excellence and sales performance.

About You

As a core part of this role, you will require strong commercial Audiology skills or other technical health care expertise to provide leadership and insights for customer care and performance within the clinic environment. Naturally entrepreneurial, you are a strategic leader and you will enjoy looking for ways to grow the business and manage and redefine the systems and processes that improve customer experiences.

In addition, you will be an advocate of culture and values. You are a collaborative and inspiring people leader who knows how to develop and empower your teams to ensure that customer care, clinic performance and employee engagement are the backbone for shared achievement and success.

Additionally, your skill set will include:

- Leadership experience in a retail audiology environment.
- Tertiary qualification, driver's licence and ability to work in NZ.
- Ideally, full New Zealand Audiological Society membership to assist you with understanding the local requirements.
- Proven sales experience and working knowledge of P&L ownership.
- Superior written communication and presentation skills with the ability to structure, engage and present information clearly to a variety of stakeholders at all levels of the organisation.
- Strong analytical skills including the ability to analyse data, understand trends and develop recommendations.

We offer, a competitive remuneration package with incentives and motor vehicle allowance. You will also be supported with ongoing training, full sponsorship for conferences and continuing professional development.

If you are interested and would like to discuss the role further, contact **Mardi Versteegen** on **+61 421 052 181**. Short-listed candidates will be contacted directly by phone.