



Ultrasound Sales Specialist

Diagnostic Imaging Solutions | Canada

The Company

Image Monitoring Inc. is a leading provider of diagnostic imaging and cardiovascular technologies serving hospitals, clinics, and diagnostic facilities across Canada and the United States. Our solutions support clinicians in cardiology, vascular, neurology, and diagnostic imaging environments where reliability, clinical accuracy, and workflow efficiency are essential.

Image Monitoring has built a strong reputation for providing high-quality refurbished ultrasound systems, advanced diagnostic equipment, and expert technical service support. The role specializes in sales, service, and lifecycle management of ultrasound systems, with deep expertise in leading platforms from manufacturers such as GE HealthCare and Philips.

Image Monitoring gives healthcare providers a flexible and cost-effective alternative to traditional OEM purchasing models. Image Monitoring is entering an exciting phase of growth as we expand our national imaging sales and service capabilities across Canada.

Why You Will Love It Here

- Growing company with strong reputation in diagnostic medical technology
- Opportunity to build and develop a national ultrasound sales territory
- Unique market position combining equipment sales and service expertise
- Collaborative, entrepreneurial culture with direct executive support
- Competitive compensation structure with strong commission potential
- Opportunity to build long-term partnerships with healthcare providers

Purpose of the Role

The Ultrasound Sales Specialist is responsible for driving sales growth across Canada for refurbished ultrasound systems, ultrasound service contracts, and technical service solutions.

This role combines capital equipment sales, consultative solution selling, and strategic account development. The successful candidate will work closely with hospitals, imaging clinics, and private practices to provide cost-effective imaging solutions and long-term service support.



Territory

Canada – Based out of Mississauga, Ontario (Head Office)

Travel within Canada will be required to support customer meetings, product demonstrations, and installations.

Key Responsibilities

Sales & Territory Development

- The Ultrasound Sales Specialist will play a key role in expanding Image Monitoring's presence in the diagnostic imaging market by delivering clinically credible, financially attractive solutions to healthcare providers
- Develop and execute a national sales strategy for ultrasound equipment and service solutions while identifying new sales opportunities in hospitals, diagnostic imaging centers, and private clinics
- Build relationships with radiology, cardiology, vascular labs, biomedical departments, and purchasing teams
- Manage the full sales cycle from prospecting through contract negotiation and closing

Capital Equipment Sales

- Sell refurbished ultrasound systems including platforms from GE HealthCare and Philips
- Conduct product presentations, demonstrations, and clinical discussions with customers
- Develop proposals and financial justifications for equipment acquisition

Service & Lifecycle Solutions

- Promote and sell preventative maintenance programs and service contracts
- Position Image Monitoring as a trusted partner for multi-vendor ultrasound repair and service support
- Work with the technical service team to deliver seamless installation and post-sale support

Account Management

- Maintain strong long-term relationships with healthcare providers
- Support customer success through ongoing service engagement and upgrade opportunities
- Identify opportunities for expansion within existing accounts

Market Intelligence

- Track competitive activity, pricing trends, and technology developments in the ultrasound market
- Provide regular pipeline forecasting and sales reporting
- Represent Image Monitoring at relevant industry events and conferences



Required Skills & Qualifications

- Bachelor's degree in Business, Life Sciences, or related field preferred
- 3–7+ years of medical device or diagnostic imaging sales experience
- Experience selling capital equipment or imaging technologies preferred
- Strong understanding of hospital procurement and clinical decision-making processes
- Excellent communication, presentation, and negotiation skills
- Proven ability to manage complex sales cycles and multiple stakeholders

Preferred Experience

- Experience selling ultrasound systems or imaging technologies
- Familiarity with platforms from GE HealthCare, Philips, or other major ultrasound manufacturers
- Knowledge of biomedical service environments and service contract structures
- Established relationships within Canadian hospitals or imaging clinics

Personal Attributes

- Entrepreneurial and self-motivated
- Strong clinical credibility with healthcare professionals
- High level of professionalism and integrity
- Ability to thrive in a growth-oriented environment
- Results-driven with strong accountability for performance

Compensation & Benefits

- Competitive base salary plus uncapped commission structure
- Expense reimbursement and business development support
- Opportunity for career growth within a rapidly expanding imaging organization
- Full Health and Medical benefit plan

Apply

Please submit your resume and cover letter in confidence to:

info@imagemonitoring.com and Reference this Role

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www.imagemonitoring.com