Raymond Kessler

HEARING INSTRUMENT SPECIALIST

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Summary

Hearing instrument specialist with 4 years in Sarasota and Bradenton hearing centers, testing and fitting 30+ new patients a month. Handles patient diagnostics, hearing aid fitting with real-ear measurement, and patient counseling through the 30-day trial. Holds a Florida hearing aid specialist license and BC-HIS certification.

Skills

- **Patient Diagnostics**
- **Patient Counseling**
- **Hearing Aid Fitting**
- **Real-Ear Measurement**
- **Video Otoscopy**
- **Audiometry**
- **Earmold Impressions**
- **Hearing Aid Sales**

Experience

Hearing Instrument Specialist

05/2023 - Present

Gulf Breeze Hearing Centers

Sarasota, FL

Group of 5 hearing centers serving retirees in Sarasota and Manatee counties.

- Conduct patient diagnostics for **30+** new patients a month, including video otoscopy, air and bone audiometry and speech testing.
- Program 25 hearing aid fittings a month and verify each one with real-ear measurement.
- Lead patient counseling through the 30-day trial, holding returns at 5% against a 12% company average.
- Grow monthly hearing aid sales from $38,000 to $52,000 through follow-ups with 400 past patients.

Hearing Aid Specialist Trainee

08/2022 - 04/2023

Suncoast Hearing Aids

Bradenton, FL

Independent hearing aid office with 2 licensed specialists.

- Completed the state training program under a licensed sponsor, logging 300+ supervised tests and fittings.
- Produced 40+ earmold impressions a month for custom molds and in-ear devices.
- Organized recall lists and booked 60 annual retests a month.

Education

Associate in Arts

05/2021

State College of Florida, Manatee-Sarasota

Bradenton, FL

General Studies

Certificates

Hearing Aid Specialist License

04/2023

Florida Board of Hearing Aid Specialists

Board Certified in Hearing Instrument Sciences (BC-HIS)

03/2024

National Board for Certification in Hearing Instrument Sciences