

Position Title:	Clinical Specialist I
Reports To:	National Sales Director
Location:	United States - Remote

Purpose Statement:

The Clinical Specialist will provide expert clinical and technical assistance to Territory Managers and customers on the effective use of the Catheter Precision's products in a manner that leads to meeting and exceeding business development goals. The Clinical Specialist works with doctors, nurses, and technical staff to introduce new products. This role must be able to train and support electrophysiologists and their staff in various procedures and provide support in the EP/Cath and IR labs or patient clinic as required. This position requires excellent relationship management, teamwork, and strategic planning with the entire team.

This position operates under supervision of the National Sales Director.

Key Responsibilities:

Technical support:

- Responds to, tracks and reports device-related clinical feedback and complaints.
- Proactively embraces new products launches. Collects data and support clinical sites.
- Partners with Territory Managers to schedule and attend cases.
- Suggests and reviews solutions with National Sales Director based on best interests of customers and stakeholders.

Sales Support:

- Supports Sales team to achieve goals in assigned geography and uses consultative selling techniques to identify potential sales opportunities within the region.
- Applies knowledge of Catheter Precision's value proposition to support sales products and services, increasing the company's revenue and market share.
- Uses knowledge of Catheter Precision's products and technologies to educate customers, building rapport with account stakeholders, including physicians, nurses, technologists, and administrators.
- Shares relevant customer knowledge with the organization to ensure the opportunities are addressed.
- Analyzes information within and across customers to uncover underlying patterns and issues.
- Prospects new opportunities and manages the sales pipeline in collaboration with Territory Manager.
- Compile list and track Fellow movements to aid in conversion to customer.
- Builds rapport with all pertinent account stakeholders, including physicians, nurses, technologists, and administrators.

Marketing & Education

- Conducts product demonstrations and troubleshooting at medical education events.
- Identifies customer needs and presents Catheter Precision's product to meet those needs
- Conducts one-on-one training, in-service education programs and seminars in the geography.
- Understands competitors' offerings and how they compare to Catheter Precision. Uses scientific articles and tools to establish value proposition.
- Establishes and maintains productive business relationships with key accounts.
- Provides input to National Sales Director on priorities and situations in the territory.
- Attends industry tradeshow and events as needed.

Others:

- Is committed to continuous learning.
- Showcases ethical behavior and adheres to all corporate policies and laws, makes prudent use of company resources and acts with complete integrity in all matters.
- Performs other duties as assigned.

Required/Preferred Education and Experience

- Bachelor's Degree in sciences.
- Deep understanding of cardiac imaging and ECGs.
- 2+ years of clinical experience in the cardiac medical device industry, EP/Cath lab, or relevant comparable experience in a reasonably adjacent industry.
- Must have strong clinical and technical aptitude with basic knowledge of the electrophysiology field. Specifically working with a 3D mapping system.
- Excellent verbal and written communication skills.
- Excellent interpersonal skills. The candidate must enjoy and excel at personal relationship building.
- Problem-solving / troubleshooting skills.
- Must be confident, goal-oriented, self-motivated, and a team player.
- Computer experience with Microsoft programs such as PowerPoint, Outlook, Excel, and Word.
- Ability to travel up to 90% depending on territory size, location, and maturity.
- Must have a valid driver's license (required).