

**Our client is a leading global provider of specialized medical instruments for diagnostic and therapeutic procedures in critical care, urology, cardiology and surgery with the goal of developing excellent products and setting global qualitative and innovative standards. The company is headquartered in the USA. More than 12,000 employees work in 25 operating sites in the U.S., Europe, Asia, the Middle East, Africa and Latin America.**

**For Clinical & Medical Affairs, we are seeking a Clinical Specialist in Interventional Care for the DACH region with occasional assignments throughout Europe**

## **Clinical Specialist - Interventional Access & Closure DACH (m/f/d)**

### **Job Purpose:**

The German Clinical & Medical Affairs (CMA) Specialist Interventional reports to the EMEA Senior CMA Manager and is responsible for supporting the safe and effective use of the Interventional portfolio.

The Clinical Specialist will assist with education programs and collaborate with key physicians & health providers to provide country level education and clinical support. Clinical support and procedural education will be provided to physicians, nurses, technicians etc. and include support for live cases/proctorships/scientific meetings and other educational programs in the therapeutic areas related to focus products. Society engagements facilitating the exchange of scientific information, in close collaboration with the EMEA Senior CMA Manager and CMA Leadership team.

The Clinical Specialist will assist the BU CMA Leader, BU Sales Leaders and Marketing department in the identification and delivery of appropriate internal and external customer training and education programs to support the Business Unit focused product portfolio. Excellent communication and interpersonal skills with the ability to trouble shoot medical device applications in a cardiology clinical setting are necessary.

### **Key Responsibilities:**

As an integral part of the CMA team, performance will be measured on delivery of assigned procedural education, its customer evaluations and feedback from the EMEA CMA Leadership.

Specifically, a series of key metrics will be measured on a quarterly basis.

Overall completion of key strategic initiatives developed in conjunction with the EMEA CMA Leadership team.

Customer support initiatives including education and training support and procedural support.

Overall EMEA CMA performance.

This important position will educate and support a wide range of healthcare professionals on the safe and effective use of proprietary interventional products. Provide a support function to the company's sales and marketing team by ensuring that both the sales team and post holder keep up to date on the latest clinical evidence, practice and developments relating to the proprietary products.

Key responsibilities will include the following:

- Clinical procedural training of customers in the use of the Interventional Access & Closure portfolio to ensure safe and effective utilization of the product
- Facilitate the implementation of clinical workshops, live cases and proctoring for focused interventional Access & Closure products
- Support pre-congress workshops and in-booth education programs
- Develop and deliver educational activities ensuring compliance with regulatory requirements
- Customize, monitor and track product deployment plans for accounts in conjunction with the EMEA Senior Clinical Manager
- Maintain training records and report these to CMA Leadership

- Support the educational grant process & research submissions in conjunction with the EMEA Senior Clinical Manager and Global Scientific Research Services Team
- Provide clinical support to the sales team and all customers
- Assist with the development and relationship maintenance of Key Opinion Leaders
- Responsible for clinical product training in conjunction with Product Manager (PM) and NSM for sales/marketing team members
- Facilitate training requests for approved education courses ( on & off site)
- Perform field clinical trouble-shooting on the company's products by working with clinicians as required & in collaboration with the QA/RA teams
- Develop ethical, long-term customer relationships and represent the company positively through field travel, clinical interaction and medical/scientific meetings
- Collaborate and communicate effectively across CMA, Marketing & Sales Team and remain compliant to HCP policy and legal education requirements
- Maintain regular clinical credibility with Interventional cardiology and undertake the necessary revalidation requirements to maintain Registered Nurse status
- Other assigned duties and responsibilities as required by CMA objectives.

#### **Essential Skills/Experience:**

##### Qualifications:

- Registered Nurse with current registration
- Degree level nursing qualification or equivalent academic provision
- Professional instructors/education qualification desirable

##### Work Experience required:

- Possess a minimum of 2 years experience in Cardiology Interventional Nursing within a cardiac catheter laboratory
- Experience in PCI and preferably with Chronic Total Occlusion (CTO) cases
- Skills and competencies in cardiac catheter laboratory nursing
- Proven experience of education and teaching using simulation and workshop approaches
- Experience of developing and delivering teaching presentations to a group of healthcare professionals

##### Required Knowledge and Skills:

- Exhibits strong written and verbal communication skills as well as presentation skills
- Exhibits strong time-management and organizational skills
- Established track record of building and maintaining relationships with internal and external customers
- Proficient in Microsoft Office Suite
- Fluent English speaker
- Positive values
- Clinical proficiency in the area of clinical training
- Driving license
- Post will require frequent travel across Germany and occasional trips abroad

#### **Can we inspire you for this challenge?**

Then we look forward to getting to know you. For initial questions, please contact us at 040-2263 911 23. Please send your documents, including salary expectations and availability, to: [office@passion4talents.de](mailto:office@passion4talents.de).