



Medtronic

**Position Description:
Clinical Product Specialist, Monitoring**

Career site: www.jobs.medtronic.com

Job ID: 1600056W

About Medtronic

The lifesaving work of medical professionals inspires us. Through partnerships with medical communities around the globe, we create advances in medical devices, supplies and pharmaceutical products to improve lives. From reducing surgery time to accelerating healing, our breakthrough solutions are a vital part of daily healthcare delivery. Through progressive thinking and cutting-edge technologies, Covidien is well positioned to lead the way in today's rapidly changing healthcare industry. This is the ideal opportunity to join us, and be part of our commitment to the health of others. Whatever your specialty or ambitions, you can make a difference at Medtronic – both in the lives of others and your career. Medtronic is a \$27.8b company with more than 85K employees in more than 160 countries.

Purpose Of Job:

As a Monitoring Clinical Product Specialist, you will enhance the selling process by servicing as the clinical expert on Respiratory and Monitoring Solutions (RMS) SPO2, capnography, and HI&M products and applications. The Monitoring CPS position will serve the selling process by handling product evaluation demands, in-service requirements, clinical education requests, and will aid the sales force in the development of Key Opinion Leaders. The Monitoring CPS is actively involved pre- and post-sale to identify and foster elements, processes, and champions that result in successful product adoption.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

POSITION RESPONSIBILITIES:

- Manage regional accounts to drive utilization of all products within the local geography
- Lead pre-sale clinical evaluations and training to demonstrate the clinical value of RMS' SPO2, capnography, and HI&M portfolio to drive sales
- Lead post-sales activities, including implementation, product education, in-servicing, and ongoing support for SPO2 and capnography applications
- Create and develop presentations, education plans, and evaluation plans that reflect the needs of the customer
- Provide cross-territory and region clinical support for BIS, INVOS, and Ventilation, as necessary. Also support OEM business partners from time to time, as directed
- Stimulate, support, and facilitate clinical champions in the development of institutional policies and processes
- Assist field sales team in driving successful selling strategies
- Educate, observe, and evaluate Sales Representatives in the field, as needed
- Apply product and clinical knowledge to troubleshoot and problem solve
- Provide and maintain profiles for all regional facilities within the assigned geography, including monitor types, number of sockets, utilization rates, key decision makers, and trends, including clinical practices, within the facilities
- Provide support to key decision makers and clinicians throughout the assigned geography
- Effectively utilize and update sales tools to manage region and strategic business plans
- Support post-market surveillance and customer defection programs
- Recruit and maintain reference accounts
- Interface with members of the marketing and management teams and communicate clinical needs and trends that impact all Medtronic products
- Assist the marketing department with the development and support of sales and marketing materials
- Provide feedback to marketing and upper management on product releases, promotional programs, and effectiveness of tools provided
- Support local, regional, and national trade shows as required
- Organize and facilitate Key Opinion Leader events to develop product champions
- Demonstrate solid understanding of the clinical application of all products
- Timely completion of all special project and administrative duties.

EDUCATION:

Education Requirements:	Bachelor's degree (B.A. or B.S.) from a four-year college or university In lieu of the degree requirement, at least 10 years of documented experience as a clinician within the acute care hospital environment. An equivalent mix of clinical and sales experience may be accepted, provided that education of hospital staff was a key component of the sales role.
--------------------------------	--

EXPERIENCE:

<p>Experience Requirements:</p>	<p>REQUIRED EXPERIENCE:</p> <ul style="list-style-type: none">· 5+ years of clinical experience as a licensed clinician <p>DESIRED QUALIFICATIONS:</p> <ul style="list-style-type: none">· 3+ years of experience in a business environment· 2+ years in team selling environment· Experience in patient monitoring in a variety of care settings· Demonstrated ability to work effectively in a complex, geographically-distributed organization with multiple value streams· Track record of building successful strategic business partnerships· Must be goal-directed, and results oriented, with internal motivation to achieve high-level results· Strong verbal and written communication; exceptional client interaction skills· Strong ability to create and deliver presentations, education plans, and evaluation plans that reflect the needs of the customer· Exceptional thoroughness, attention to detail, and follow-through· Understanding of the markets in which RMS competes· High energy, entrepreneurial, and self-motivated· In depth understanding of consumable adoption process· Experience developing educational tools· Proficient in MS Office, including Word, PowerPoint, and Excel
--	---

WORKING ENVIRONMENT/PHYSICAL ACTIVITIES:

The physical demands described within the Responsibilities section of this job description are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

DISCLAIMER:

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of employees assigned to this position.