



Medtronic

Position Description:
Clinical Product Specialist, OR Central Zone
Career site: www.jobs.medtronic.com
Job ID: 1600056J

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 an Operating Room Clinical Product Specialist, you will be responsible for generating demand for regional oximetry in the operating room area of care. You will coordinate with the field sales team to implement Best Practice pre-evaluation protocols. The Operating Room Clinical Product Specialist will be responsible for conducting comprehensive training of the surgical team and demonstrating the clinical value of regional oximetry. The goal of this position is to secure the top INVOS customers, defend current INVOS business, and accelerate the adoption of INVOS.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

POSITION RESPONSIBILITIES:

- Coordinate evaluations with aligned field sales team and customer to ensure they are conducted according to best practices
- Support INVOS pre-sale by conducting comprehensive training of the surgical team and demonstrating the clinical value of regional oximetry
- Create and develop presentations, education plans, and evaluation plans that reflect the needs of the customer
- Stimulate, support, and facilitate clinical champions in the development of institutional policies and processes
- Assist field sales team in driving successful selling strategies
- Provide coaching and mentoring to improve the competency and effectiveness of field sales team members
- Assist in post-sales activities, including implementation, product education, in-servicing, and ongoing support, as necessary
- Apply product and clinical knowledge to troubleshoot and problem solve
- 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
- 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 INVOS champions
- Demonstrate solid understanding of the clinical application of INVOS product portfolio
- 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:

Experience Requirements:	<p>5+ years of clinical experience as a licensed clinician</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• OR experience highly preferred• 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 Respiratory & Monitoring Solutions 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.