

Job Description

Title:	Clinical Application Specialist
Reporting to:	International Sales Director
Department:	Sales
Location:	Germany or Holland
Travel:	Extensive Continental Europe & International (as required), with ability to operate a motor vehicle and travel without restriction in the applicable region of the world
Languages:	Business English & German essential, additional language(s) desirable
Rewards:	Competitive salary & comprehensive benefits on offer

Overview

We have a fantastic opportunity for an experienced Clinical Application Specialist to provide our exclusive global distribution partner(s) sales & customer support, clinical training and drive technology adoption by developing care pathways and associated business cases for the MolecuLight portfolio of products. The successful candidate will interact with customers, distribution partner(s), and internal stakeholders to maintain a well-developed, transparent communication path to ensure the voice of customer is clearly and consistently heard.

- **Sales Support:** Assisting distribution partner(s) by representing the products to prospective customers and supporting MolecuLight and distribution partner(s) at a product specialist level
- **Customer Support:** Providing onsite, telephone & remote support for distribution partner(s) customers on MolecuLight's range of products
- **Clinical Training:** Performing customer and prospective customer product training session and clinical onsite support as well as telephone support
- **Technology adoption:** Working with the International Sales Director and distribution partner(s) teams to understand and overcome the challenges of procuring an innovative new imaging technology in the wound care space
- **Clinical testing:** Assisting with testing new releases in a clinical environment in as many clinical scenarios as possible

Key Responsibilities

- Work closely with new and existing customers to provide expert support and assistance in clinical utilisation of MolecuLight's products
- Close liaison with key customer sites to develop clinical pathways/protocols and development of new applications
- Coordinate clinical study sites and gather the necessary clinical & health economic evidence/data to support and develop marketing claims and increase adoption rate of the technology

- Attend exhibitions and provide product demonstrations
- Assist distribution partner(s) with sales and product demonstrations to maximise impact of portfolio, increase brand space and drive revenue
- Championing change with clinical management & procurement using our clinical & health economic data
- Developing & maintaining an up-to-date and in depth knowledge of the territory to cover customer information, business potential and purchasing protocols
- Developing a regional business plan and constantly identifying business opportunities with new customers for distribution partner(s)
- Provide clinical applications training to customers onsite or remotely to ensure the effective use of the portfolio and optimise clinical and financial outcomes
- Coordinate customer and/or employee training classes, presentations at seminars, training programmes and trade shows
- Assist in creating support training information in form of workflows, user guides and e-learning courses
- Provide back up support in other regions as and when required
 - International travel will be required for the needs of the business
 - Monitor and analyse trends, competitor activities and product development opportunities within the region and ensure communication to International Sales Director & VP Marketing & Product Strategy
- Liaise with R&D to provide feedback and recommendations for future improvements

Required knowledge, skills & abilities

- Educated to Bachelor's Degree Level
- Results oriented with a 'can do' attitude and strong work ethics
- Comfortable interfacing with clients and other stakeholders at all levels, to include surgeons, clinical staff, finance & procurement teams
- Clinical & commercial wound care experience desirable
- Great working knowledge of the NHS, its service delivery and clinical/purchasing protocols
- Excellent communication skills (verbal & written) with both internal & external customers and distributor network
- Excellent customer facing & problem solving skills
- Working knowledge of MS Office applications
- Ability to work independently and as part of a cross functional team
- Willing to travel up to ~75% of the time

Supervisory responsibilities

Although this position will not have supervisory requirements, it is expected that this position will coordinate the clinical activities and efforts within individual customer sites in support distribution partner(s) goals. We expect this position will lead to new employee onboarding activities as the company and associated revenues continue to grow.

Training

Full product training will be provided to the successful candidate

About the company

MolecuLight Inc. is a privately owned, Canadian medical imaging company delivering real-time fluorescence image-guidance solutions that provide clinicians with new information about wound bacterial burden and wound surface area to assist clinicians in making improved diagnostic and treatment decisions. The company was founded in 2012 by Dr. Ralph DaCosta, Principal Investigator and Scientist at the Princess Margaret Cancer Centre, University Health Network (Toronto, Canada), currently the company's Chief Scientific Officer and Director. MolecuLight's premiere product - the MolecuLight *i:X* is a Wound imaging Device that allows clinicians to quickly, safely and easily visualize bacteria that fluoresce in violet light and measure wound surface area at the point of care so they have maximum insights for accurate treatment and accelerated healing.

The MolecuLight i:X™ Imaging Device is approved by Health Canada (Medical License #95784) and has CE Marking (Certificate # G1160292355002) for sale in Canada and the European Union. The MolecuLight i:X™ Imaging Device is pending US FDA De Novo approval and is not available in the US.