



OTTOBAUTHENTIC

Let's Talk... we're looking for:

## TAVI/TAVR FIELD CLINICAL SPECIALIST

Woodmead, Johannesburg

**Salary: Neg. depending on experience**

### Job Summary:

- ⑧ In the role of the TAVI Field Clinical Specialist, you will develop clinical education materials in connection with clinical investigations. Provide expertise and clinical insights on the device, procedure and protocol throughout the life cycle of the clinical investigation.

### Responsibilities:

- ⑧ Responsible for certification of the centers, physicians and other related staff, as well as Meril personnel and as outlined within company SOPs
- ⑧ Interact with KOL and proctors
- ⑧ Provide education on all aspects of the device, device handling, implantation and troubleshooting techniques related to equipment, tools and products required for device implants.
- ⑧ Develop and continuously improve training curriculum, training materials and training tools, based on clinical trial experience, company guidelines and SOP.
- ⑧ Business Intelligence
- ⑧ Educate and train physicians, hospital personnel and hospital staff on technical matters related to investigational products and procedures through conducting and/or coordinating one-on-one ad hoc training sessions and in-service structured education programs.
- ⑧ Throughout commercial procedures, provide physicians and medical staff with required follow-up support to ensure continuity of education and technical support related to all aspects of patient outcome.
- ⑧ Provide training and guidance to new Field Clinical Specialists (mentoring)
- ⑧ Plan and implement growth strategies within focused accounts in partnership with the Sales and Sales Management
- ⑧ Responsible for up selling in key strategic accounts working in conjunction with Territory Managers + Business Unit Head
- ⑧ Learns the product(s), physiology, anatomy, applications and "language" of the market.
- ⑧ Fully monitor clinical support activities, changes in the market and assigned accounts, as well as competitive activity with the NSM and the appropriate Sales Specialist

### Requirements:

- ⑧ Bachelor's or Master's degree in Science, preferably Cardiology, Medical Technology or another equivalent field
- ⑧ 1-3 years of work-related experience of sales in Interventional Cardiology products. (Preferably TAVI/TAVR experience)
- ⑧ Own Transport - NB
- ⑧ Willingness to travel to hospitals and medical centers throughout the country and be prepared for overnight stays every week - NB
- ⑧ Experience (clinically or commercially) within cardiology is preferred
- ⑧ Have the ability and experience to crimp the valves
- ⑧ Be flexible and able to work in a dynamic work and changing environment
- ⑧ Possess strong integrity, work ethic, strong teamwork, excellent verbal and written communication skills in local language and English
- ⑧ Ability to get the job done and exhibit a sense of urgency on critical time dependent issues
- ⑧ Be president despite obstacles and opposition
- ⑧ Ability to identify, initiate and implement and execute projects independently

**Kindly note:** If you have not heard from us within 7 working days, your application was unsuccessful.

**How to Apply:** Please submit your resume to: [elsa@ottobauthentic.co.za](mailto:elsa@ottobauthentic.co.za) and use the job title as the subject.