



## **Clinical Specialist**

**June 2018**

### **Description**

HemoSonics, LLC is seeking a Clinical Specialist who will be responsible for implementing the Quantra in clinical areas of new accounts and departments, and expanding the utilization of the Quantra in existing accounts and departments.

### **Key Attributes of the Successful Candidate:**

- Knowledge of perioperative bleeding management.
- Excellent communication, effective time-management and relationship-building skills.
- Strong technical/clinical aptitude to understand and train customers and users on products (including running the Quantra solution and understanding application of results).

### **Key Responsibilities:**

- In collaboration with other HemoSonics personnel, ensure the successful implementation of Quantra into initial and expanded clinical settings.
- Identify expansion opportunities and increase product usage within new and existing accounts.
- Ensure customers can independently, safely and efficiently operate HemoSonics equipment and related disposables through clinical education and training.
- Identify and develop key accounts/key opinion leaders/product champions to serve as “reference sites” for potential new customers and/or conferences.
- Provide customer feedback to Sales and Marketing.
- Support clinical demonstrations/evaluations and tradeshow/conferences as needed.

### **Education and Experience Required:**

- 2-5 years of industry experience (preferably in critical care, diagnostics or surgery), and a Bachelor’s Degree in related field
- Experience in execution of clinical education and training programs
- Clinical experience in critical care areas of the hospital/OR, with emphasis on coagulation and hemostasis preferred
- Professional credentialing (RN, CCP, PA, etc.) preferred

To apply, please email your cover letter, resume and salary requirements to:

[careers@hemosonics.com](mailto:careers@hemosonics.com)

*HemoSonics, LLC is an equal opportunity employer. All applicants will be considered for employment regardless of race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.*