

Description	
Job Title	Clinical Program Executive – U.S.
Reports to Title	Senior Director US Sales
General Accountability	<p>Our mission is to Profoundly change the standard of care by creating a tomorrow where clinicians can confidently ablate tissue with precision; a tomorrow where patients have access to safe and effective treatment options, so they can quickly return to their daily lives. Changing the standard of care is part of our fabric. We are a group of energetic, problem-solvers focused on innovation, and looking to change the world. If you want to make a Profound impact with your career, while making a difference in other people’s lives, here is your chance.</p> <p>We are looking for an extremely talented, energetic, and motivated individual to join us in scaling our TULSA-PRO programs. We are a small group and you will have a big impact on the success of this product offering and our company. As a key member of our team, you will be in a role to strategize and execute, as we aim to disrupt the market and provide options for our patients.</p> <p>Responsible for achieving quarterly and yearly procedure and revenue goals in close relationship with the sales team. This opportunity proves 100% accountability for your territory results and earnings. We offer a unique working environment that fosters individual growth and rewards based performance.</p>
Duties and Responsibilities	<p>Your responsibilities include: #RECRUIT&EXPAND</p> <ul style="list-style-type: none"> • Assist in execution of pro-active regional plan that involves clinical and sales support to improve market share and increase quality of service to customers. • Serves as primary resource for clinical support in the areas of case coverage, basic troubleshooting, product usage and customer training. • Attends cases in customer accounts and advises physicians on clinical attributes / techniques/disease states associated with TULSA-PRO to expand clinical utilization. • Educates customers on the merits and proper clinical usage of TULSA-PRO by giving presentations and demonstrations to drive physician recruitment. • Responds to customer needs and complaints regarding products and service by developing creative and feasible solutions or working with other related personnel to develop optimal solutions. • Responsible for inventory tracking, quarterly business reviews with sales team, expired product and returns.

	<ul style="list-style-type: none"> • Ensure timely collection, reporting of all required medical documentation pertaining to our device operation.
Competencies	
Education	Bachelors Degree (or equivalent)
Certifications	None
Key Attributes (experience, skills and technical knowledge)	<ul style="list-style-type: none"> • 3-5 years of experience • Previous experience in building new technology programs. • Previous medical device, surgical, imaging or similar experience. • Proven ability to take on a large geography and 50% travel. • Problem solving and the ability to be coached and directed by other teammates will allow collaboration. • Demonstrated ability to work across functions, regions and healthcare systems (Hospitals and IDNs, Imaging Centers, VA Hospital systems) • Ability to build strong relationships and collaborate effectively with other interfacing functions as well as across all customer segments • Excellent in person communication and writing skills.