

<b>Description</b>	
<b>Job Title</b>	Clinical Account Manager – US
<b>Reports to Title</b>	VP US Sales
<b>General Accountability</b>	<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. We are changing the paradigm for treating diseases such as prostate cancer by using real-time MR Imaging, thermal ultrasound and close-loop temperature feedback control, to gently ablate the diseased tissue with minimal side effects.</p> <p>If you share our values and want to work in a collaborative results focused culture and want to make a Profound impact in healthcare and your career, here is your chance.</p> <p>As a Clinical Account Manager and key member of the Sales 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.</p>
<b>Duties and Responsibilities</b>	<ul style="list-style-type: none"> <li>• 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.</li> <li>• Partner with sales executives and marketing to drive awareness by taking the lead on internal marketing efforts within a program.</li> <li>• Serves as primary resource for clinical support in the areas of case coverage, basic troubleshooting, product usage and customer training.</li> <li>• Attends cases in customer accounts and advises physicians on clinical attributes / techniques/disease states associated with TULSA-PRO to expand clinical utilization.</li> <li>• Educates customers on the merits and proper clinical usage of TULSA-PRO by giving presentations and demonstrations to drive physician recruitment.</li> <li>• 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.</li> <li>• Responsible for inventory tracking, quarterly business reviews with sales team, expired product and returns.</li> </ul>

	<ul style="list-style-type: none"> <li>• Ensure timely collection, reporting of all required medical documentation pertaining to our device operation.</li> </ul>
<b>Competencies</b>	
<b>Education</b>	Bachelor's Degree, or equivalent
<b>Certifications</b>	None
<b>Key Attributes (experience, skills and technical knowledge)</b>	<ul style="list-style-type: none"> <li>• 3-5 years of experience</li> <li>• Previous experience in building new technology programs.</li> <li>• Previous medical device, surgical, imaging or similar experience.</li> <li>• Proven ability to take on a large geography and 75% travel.</li> <li>• Problem solving and the ability to be coached and directed by other teammates will allow collaboration.</li> <li>• Critical Thinking/Problem Solving.</li> <li>• Oral/Written Communications.</li> <li>• Strong Interpersonal Skills</li> <li>• Teamwork/Collaboration.</li> <li>• Leadership.</li> <li>• Professionalism/Work Ethic</li> </ul>