



Job Title: Clinical Specialist

Req 1123-21

TERRITORY: The State of Virginia, must reside in Northern Virginia

POSITION SUMMARY:

The Clinical Specialist is responsible for three functions: 1) Train, educate and establish standards of practice for use of company products 2) Act as a clinical liaison between Business Development Representatives, physicians, therapists and patients at partner facilities. Implement successful patient referral programs with physicians and therapists at partner facilities in order to promote patient throughput, 3) Attend national and regional trade shows to promote product recognition in the marketplace and assist in identifying potential leads.

SPECIFIC DUTIES AND RESPONSIBILITIES:

- Accompany Business Development Representatives and Clinical Specialists as needed to support patient fittings, and work with local physicians and therapists for training and follow-up.
- Demonstrate competence in assessing learning needs, conducting training programs and teaching clinical staff.
- Demonstrate initiative and a level of expertise in use of company products to serve as a resource to physicians, therapists and patients.
- Establish standards of practice in the use of company products to ensure exceptional care and patient/therapist compliance.
- Play an instrumental role in new business development by promoting patient throughput at partner facilities.
- Maintain knowledge of state and federal laws and regulations governing physical and occupational therapy in the use and application of new technology.
- Able to react to change productively and to perform other essential tasks assigned.

EDUCATIONAL REQUIREMENTS:

Bachelor's degree and clinical background require PT, PTA, OT or COTA.

EXPERIENCE:

Minimum 2 years of outside sales experience in sales or sales support and marketing roles in a defined geographic territory. Experience in sales and service to hospitals or rehabilitation facilities, in particular post-stroke/neuro-rehabilitation, settings a plus.

KNOWLEDGE, SKILLS AND ABILITIES:

- Possess strong interpersonal skills in order to build effective, lasting relationships with therapists and patients.
- Must be organized, self-motivated and possess integrity, initiative, and excellent verbal and written communication skills.
- Strong public speaking and presentation skills highly desired.
- Individual must conduct themselves in a diplomatic and tactful manner with professionals and non-professionals at all levels.
- Demonstrate the ability to effectively communicate, problem solve, and adapt to a fast-changing environment with ease.
- Possess a dedication to teamwork and commitment to excellence.
- Possess a talent for quickly mastering technology.
- Able to travel 75-80% in assigned territories, with an average of 3-4 overnight stays a month.

WORKING ENVIRONMENT

This position will work directly with our Business Development staff, physicians, therapists, rehabilitation centers, health-care execs and nurses to service and enhance relationships in a designated territory.

PHYSICAL DEMANDS

The work environment characteristics and physical demands are representative of those an employee encounters while performing the essential functions of this Position. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Substantial travel is required for attendance of trade shows and supporting new and existing customer accounts.

Contact: [Submit resume to careers@bioness.com](mailto:careers@bioness.com).

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