

## **Job Title: Clinical Specialist**

### **Main Purpose of the Role:**

The Clinical Specialist (CS) is a member of the field sales team. In this role they will assume responsibility for servicing the direct-to-consumer channel which includes assisting in delivering quarterly and annual client sales targets. Within their assigned geographies, the CS works in close partnership with Inside Sales Reps, Clinical Territory Managers, Virtual Clinical Specialists, Directors of Sales and Marketing and Commercial Support to maximize revenue and technology adoption. They collaborate with field sales management to provide coverage and support for assigned geographies.

### **Key Responsibilities:**

- Execute quarterly and annual key performance metrics.
- Support assigned geographies following the direct-to-consumer sales process by managing the product acquisition process including lead engagement and nurturing, referral development, and clinical education.
- Conduct in-services and meetings by delivering company developed presentations to groups of physicians, clinicians and community support groups.
- Assist CTM team members with their annual business plans within the assigned geography. Review quarterly key performance metrics with management to set execution goals for the assigned geography.
- Responsible for covering open territories that may be outside of CS's home base as assigned by the Director of Sales.
- Attend customer-facing and internal national and regional trade shows as requested.
- Hold oneself and others accountable to conduct business in a manner compliant with Bioness Medical Code of Compliance and Ethics, policies and procedures and internal controls applicable to their role.
- Other duties as assigned.

### **Education and Experience (Knowledge, Skills & Abilities):**

- Bachelors Degree in Physical or Occupational Therapy. Graduate degree in Business, or Physical or Occupational Therapy preferred.
- Must be comfortable working with physicians and clinicians treating neurological and/or orthopedic patients.
- The right individual must be results-focused, self-motivated, and possess strong interpersonal skills to build effective, lasting relationships among key decision makers and therapists.
- Strong verbal and written communication skills.
- Ability to effectively communicate, problem solve, and adapt to a fast-changing environment with ease.
- Ability to travel 50-75%



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- **Reports To:**
- Direct to Consumer Director of Sales