



<b>Position Title:</b> Clinical Education Managers (CEM)	<b>Position Location:</b> Field based.
<b>Business/Functional Unit:</b> Clinical Education	<b>Approved By:</b> Andrew Holman, Chief Commercial Officer
<b>Date:</b> December 14, 2020	
<b>Position Purpose:</b>	
This position is responsible for providing leadership and mentoring to facilitate the deployment for product training and in support of Prytime REBOA customers and sales team members. A fundamental component of this position includes educational activities to facilitate clinical user training / support to customers for both pre/post-sale clinical implementations. This position is considered an integral part of the company's commercial organization. Clinical Education Managers are expected to develop significant customer relationships, work cooperatively with their assigned sales / sales management personnel in the development and execution of sales and account strategies.	
<b>Reporting Relationships:</b> The position of Clinical Education Manager reports to the Director of Clinical Education.	
<b>Principal Accountabilities:</b> Other duties or responsibilities may be assigned to this position at any time.	
1.	<p>Provides product and clinical education and other tasks to customers for Prytime Medical products. Develops and provides customer-appropriate clinical training and implementation for REBOA devices to achieve clinical understanding and proficiency of use. Demonstrates ability to develop customized training plans and adjust, as necessary.</p> <ul style="list-style-type: none"> <li>• Follows company process or instruction to conduct clinical education. Utilizes approved educational materials.</li> <li>• Conducts advanced clinical education (including accredited classes for CEU/Other credits and Train-the-Trainer courses).</li> <li>• Presents and sustains clinical initiatives set by the Director of Clinical Education.</li> <li>• Executes clear and organized activities related to product training and clinical implementation, including interaction with customer and sales counterparts.</li> <li>• Works independently and as a team member within the Prytime Clinical Education and commercial model.</li> <li>• Provides clinical support, educational resources, troubleshoots, observes and communicates with customer and colleagues to ensure proper use of equipment and applications.</li> <li>• Mentor and serve as a clinical resource.</li> </ul>
2.	<p>Provide product and clinical education to potential clinical users during demonstrations and clinical evaluations.</p> <ul style="list-style-type: none"> <li>• Consults with Sales Team to establish goals of demonstration, training, and clinical evaluation.</li> <li>• Provides clinical / product support and training during the defined timeframe of demonstration/clinical evaluation.</li> <li>• Functions as a team member within the Prytime Clinical Education and commercial model.</li> </ul>



	<ul style="list-style-type: none"> <li>• Demonstrates strong clinical expertise/applications by the quality of the clinical resolution provided to the customer during the demonstration/clinical evaluation.</li> <li>• Effectively communicates with all levels within the medical arena.</li> <li>• Provides documentation of the clinical evaluation.</li> <li>• Incorporates the strategy of the sales process into the delivery of education and training,</li> </ul>
3.	Promotes Prytime Medical REBOA-U Education / Training offerings to customers and sales team members.
4.	Presents, promotes and sells Prytime Medical Complementary Products during pre / post sale customer visits.
5.	Maintains knowledge base of new products / technologies related to assigned modalities. Knowledgeable of competitive devices / issues / user preferences in assigned modalities. Communicates clinical and competitive knowledge with sales and marketing departments for specific modality. Function as a Clinical Consultant to Prytime regarding product changes based on current practices.
6.	Develops and maintains a synergistic relationship with management, Sales and Service to achieve business initiatives. The attributes that contribute to this type of relationship are those of integrity, credibility, accountability, respect, honesty, and a personal and professional commitment
7.	Timely follow-up response to customer generated clinical questions / issues.
8.	Conducts presentations at a state or national level to promote REBOA products.
9.	Participates in state / national trade shows / symposiums as schedule permits. Remains current on clinical practice, trends, and conditions. Creates and contributes to the development and revision of previously presented material. All presentations must be discussed and approved by Director of Clinical Education.
10.	Timely completion of reports. Comply with all corporate expense and time management guidelines. <ul style="list-style-type: none"> <li>• Community Calendar</li> <li>• Expense report</li> <li>• Travel</li> <li>• Timecards and e-time</li> <li>• Reports as required or requested by sales or clinical management.</li> </ul>
11.	Attitude/conduct/compliance must be consistently positive.
Position Requirements: Provide hiring requirements for the specified position, as well as necessary educational, experiential, and other requirements necessary for the position.	
Education:	<ul style="list-style-type: none"> <li>• AS/BS/BSN degree or equivalent combination of experience and training</li> <li>• Advanced degree MSN/MS/MEd or pursuing master's degree preferred</li> </ul>
Related Experience:	<ul style="list-style-type: none"> <li>• 5 years of acute care experience in modality. (i.e. Critical care and Trauma nursing) or equivalent combination of experience and training.</li> <li>• 5 years as a Clinical Applications Specialist or equivalent combination of sales and applications experience.</li> <li>• 5+ years of clinical trial site management and or program management in healthcare technology.</li> <li>• Licensed as RN (active and in good standing throughout employment)</li> <li>• Valid Driver's License</li> <li>• Previous experience as clinical educator and/or related experience in mentoring, content delivery and presentation skills.</li> </ul>



<p>Special Training or Competence:</p>	<ul style="list-style-type: none"> <li>• Leadership skills</li> <li>• Ability to read and interpret documents such as safety rules, operation and clinical instructions and procedure manuals.</li> <li>• Ability to write routine reports and correspondence.</li> <li>• Ability to speak and present effectively before large groups of customers and professional organizations.</li> <li>• Able to define problems, collect data establish facts and draw valid conclusions.</li> <li>• Proficiency in computer usage, Microsoft Word, Excel, Power point, Outlook</li> <li>• Knowledge and application of adult learning methods and/or educational program development.</li> <li>• Familiarity with the hospital/clinical environment, equipment treatment methods, personnel roles and organizational issues.</li> <li>• OSHA category: This position performs tasks that involve exposure to blood, body fluids or tissues.</li> <li>• Able to lift and/or move up to 50 pounds</li> <li>• Able to travel 80% or greater of work-related time. This may include weekends due to customer requirements or company meetings.</li> </ul>
<p>Prepared By: Andrew Holman, Chief Commercial Officer</p>	<p>Date: December 14, 2020</p>