

## **Director of Clinical Education**

### Company Overview:

Prytime Medical Devices, Inc. (The REBOA Company™) is an innovative medical device company that designs, develops, and commercializes minimally invasive solutions for hemorrhage control. Prytime has strong military ties and significant momentum. We are seeking to expand our senior leadership team and move to the next level. Our flagship product is the ER-REBOA™ Catheter, the market leader for endovascular aortic occlusion in trauma.

In addition to success with the ER-REBOA™ catheter, Prytime was just granted FDA clearance (June 2020) on two next generation products and is poised to create additional strategic opportunities and to lead the introduction of these devices in trauma and adjacent specialties.

### Position Overview

Reporting to the Chief Commercial Officer, the Director of Clinical Education will provide clinical education leadership on the market introduction of new products while supporting legacy programs. This individual will lead the creation, deployment and management of all field based clinical, technical and product training initiatives for Prytime Medical Devices and its customers in their respective locations. This individual will also build a team of Clinical Education Managers (REBOA Clinical Educators) that will present and sustain all initiatives set by Director of Clinical Education.

This position will be responsible for management of remote Clinical Education Managers. This position will work closely with the Chief Commercial Officer and/or Vice President of Sales and will provide direct oversight and involvement in field training and clinical education activities and programs. This position will provide effective leadership and management of new product implementation.

This role is also responsible for regular travel related to Center of Excellence sites in support of the pREBOA Pro launch and eventually the management and training of Clinical Education Managers, all while creating and maintaining a culture of our signature Fanatical Customer support.

### Job Requirements

Become a REBOA PLUS and pREBOA Pro procedural expert and act as “go to” person for all customer stakeholders and provide support to Clinical Education Managers.

Operate as the “go-to” Clinical Education Manager for the first Center of Excellence accounts in the United States, performing on site training and post launch monitoring until such a time that a dedicated Clinical Education team was hired and scaled.

Develop a training handbook for pREBOA Pro and REBOA PLUS that can be deployed and executed to all customers when adopting either pREBOA Pro or REBOA PLUS.

Develop program to continuously monitor all training programs for effectiveness and efficiency. Oversee and manage changes and adjustments to programs and/or techniques as necessary. Periodic reports on program performance for internal and external use.

Attend identified key academic medical meetings to sustain currency with the most up to date clinical and scientific findings; sustain currency in the current peer-reviewed literature and ensure clinical currency of direct reports through ongoing training and mentoring.

Develop, coach and provide feedback to direct reports on an on-going basis and nurture an environment that maximizes the highest clinical acumen for all personnel.

Contribute to the training of new field personnel and company personnel on REBOA products.

Oversite/involvement in review of product labeling.

In collaboration with Marketing and Sales leaders, launch new products.

Maintain implementation standards as they relate to new product roll out and site approval processes.

Qualifications:

Bachelor's degree in a health or science related field required; Master's degree preferred.

8-10 years' experience in clinical education and clinical management role.

Experience creating, presenting and managing compliance for health-related training programs and curriculums.

Hospital based clinical experience in Emergency Medicine, Critical Care, Trauma, Interventional Radiology or Vascular Surgery and/or a certification as a Registered Nurse or Technologist. Experience with Ultrasound/Line insertion/Line care is also preferable.

Requires strong knowledge of human anatomy and physiology and ability to master relevant clinical and product related information.

Experience in the medical device industry and knowledge of regulations preferred.

Knowledge and experience in clinical research/projects preferred (i.e., case reports, case series, user evaluations and clinical studies)

Demonstrated knowledge of adult learning principles and excellent presentation/facilitation skills, both formal and informal presentations

Strong communication skills both verbal and written and an ability to communicate complex product and clinical information in an easy-to-understand manner.

Ability to manage multiple projects simultaneously under tight deadlines while working cross-functionally with both internal associates and managing through outside stakeholders, including clinicians and other healthcare professionals

Management experience with financial responsibility including clinical research/project budgets

Strong knowledge of Microsoft office including ability to create complex PowerPoint training presentations

Interest and ability to create content surrounding use of REBOA (through all appropriate approved channels); including but not limited to social media, newsletter, internal and external postings

Commitment to continual recruitment of REBOA Clinical Education Managers, as needed.

Demonstrate a heart for service and a commitment and passion for the mission at Prytime Medical Devices