

Regional Clinical Managers

Clinical Education

Company Overview:

At Prytime Medical Devices, we have a bold vision; No one should bleed to death, and The sooner you stop bleeding, the better. We are working to revolutionize the care of severely injured patients by enabling trauma teams to gain control of life-threatening bleeding as a bridge to definitive repair. We partner with leading trauma centers to enable endovascular bleeding control through innovative devices and fanatical customer support. In support of our vision, we design, develop, and commercialize minimally invasive solutions for hemorrhage control. Our flagship product is the ER-REBOA-PLUS™ Catheter, the market leader for endovascular aortic occlusion in trauma. In addition to our national roll out of the ER-REBOA-PLUS™ catheter, Prytime was recently granted FDA clearance on a next generation partial REBOA catheter designed specifically to reduce ischemic insult and reperfusion injury called pREBOA-PRO™. We are following a very selective, data intensive approach to releasing this product. In doing so, Prytime is poised to create additional strategic opportunities and to lead the introduction of these devices in trauma and adjacent specialties. We are expanding our team to provide fanatical clinical support to improve outcomes with the launch of these new devices into the trauma and critical care market.

Position Overview

Reporting to the Director of Clinical Education, the Regional Clinical Manager will provide clinical education leadership by supervising and supporting field-based Clinical Education Managers. This individual will be responsible for the clinical success of Center of Excellence customers, while supporting the clinical training needs of the highly targeted Base customer accounts. They will personally participate in and support the 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 be very hands on, spending significant time at of Center of Excellence and highly targeted Base customer locations. This individual will provide direct involvement in field training and clinical education activities and programs to ensure complete success of clinical outcomes at our Centers of Excellence sites. This position will work closely with the Vice President of Sales, along with other sales and sales management staff, to provide direct oversight and involvement in field training and clinical education activities and programs. This individual will provide oversight to the Clinical Education Manager and Area Sales Manager/Market Development Manager workflow and allocation of resources.

This role is also responsible for regular travel related to Center of Excellence and highly targeted Base customer sites in support of product training and education and the management and training of Clinical Education Managers, all while 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 regional customer stakeholders.

Supervise, support, and performance manage Clinical Education Managers. 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.

Support the forthcoming 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.

Supervise, support, and continuously monitor regional training programs for effectiveness and efficiency. Oversee and manage changes and adjustments to programs and/or techniques as necessary, at the direction of the Director of Clinical Education. 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.

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

5 years experience in clinical education; 2-3 in a clinical management role preferred.

Experience 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.

Valid Driver's License

Ability to read and interpret documents such as safety rules, operation and clinical instructions and procedure manuals.

Ability to write routine reports and correspondence.

Ability to speak and present effectively before large groups of customers and professional organizations.

Able to define problems, collect data, establish facts and draw valid conclusions.

Proficiency in computer usage, Microsoft Word, Excel, Power point, Outlook .

Familiarity with the hospital/clinical environment, equipment treatment methods, personnel roles and organizational issues.

OSHA category: This position performs tasks that involve exposure to blood, body fluids or tissues.

Able to lift and/or move up to 50 pounds

Able to travel 50% or greater of work-related time. This may include weekends due to customer requirements or company meetings.