

Clinical Education Manager

Prytime Medical Devices, Inc. Columbus, Ohio Metropolitan Area (On-site)

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.

Reporting Relationships: The position of Clinical Education Manager reports to the Sr Director of Clinical Education Manager.

Principal Accountabilities:

Fanatical clinical support to the effort of ensuring zero technical or training errors occur during any procedure which includes Prytime products at their assigned Center of Excellence account.

To accomplish these goals, duties and responsibilities will include:

Provide process and product training, clinical education and other tasks to customers for Prytime Medical products, namely pREBOA-PRO. The CEM will provide clinical training and education to achieve clinical understanding and proficiency of use. The CEM must demonstrate the ability to develop customized training plans and adjust, as necessary.

Follows company process or instruction to conduct clinical education. Utilizes approved educational materials.

Conducts advanced clinical education (including accredited classes for CEU/Other credits and Train-the-Trainer courses).

Presents and sustains clinical initiatives set by the Director of Clinical Education.

Executes clear and organized activities related to product training and clinical implementation, including interaction with customer and sales counterparts.

Works independently and as a team member within the Prytime Clinical Education and commercial model.

Provides clinical support, educational resources, troubleshoots, observes and communicates with customer and colleagues to ensure proper use of equipment and applications.

Effectively communicates with all levels within the medical arena.

Incorporates the strategy of the sales process into the delivery of education and training. Partnership and alignment with the Market Development Manager for consistent advancement of pREBOA-Pro usage and outcomes.

Maintains knowledge base of new products and technologies related to assigned modalities. Knowledgeable of competitive devices, issues, and user preferences in assigned modalities. Communicates clinical and competitive knowledge with sales and marketing departments for specific modality.

Timely follow-up response to customer generated clinical questions / issues.

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.

Timely completion of reports. Comply with all corporate responsibilities, to include expense, communication, and time management guidelines.

Daily, weekly, monthly, and annual Huddles.

Other duties or responsibilities may be assigned to this position at any time.

Attitude and conduct must be consistently positive.

Position Requirements:

AS/BS/BSN degree or equivalent combination of experience and training. Advanced degree MSN/MS/MEd or pursuing master's degree preferred. Licensed as RN or other Advanced Practice Provider (active and in good standing throughout employment)

3-5 years of acute care experience in modality. (i.e. Critical care and Trauma nursing) or equivalent combination of experience and training and/or 3-5 years as a Clinical Applications Specialist or equivalent combination of sales and applications experience.

Previous experience as clinical educator and/or related experience in mentoring, content delivery and presentation skills preferred

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 30% or greater of work-related time. This may include weekends due to customer requirements or company meetings.

Salary: \$95K; annual variable compensation target \$30K