

Sr Director of 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 Chief Commercial Officer, the Sr Director of Clinical Education will lead a team of regional Clinical Education Managers and together, provide clinical education leadership, coaching and mentoring to their Clinical Education Manager teams. This individual will be responsible for leading the entire Clinical Education organization on the management of existing Centers of Excellence, the development of new Centers of Excellence, and the management of focused “core accounts” where the sales team has successfully developed a REBOA Excellence Program.

This individual will be very hands on, spending significant time at our Centers of Excellence locations with their Clinical Education Managers. This individual will provide direct involvement in field training and clinical education activities and programs to ensure complete success of clinical outcomes at all Centers of Excellence sites and focused “core accounts”. This position will work closely with the Chief Commercial Officer and 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 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 and focused “core accounts” in support of the pREBOA Pro launch and focused ER-REBOA-PLUS accounts, all the while creating and maintaining a culture of our signature Fanatical Customer support.

Job Requirements

Lead a team of regional Clinical Education Managers who will manage and provide direct supervisory actions to their respective teams of Clinical Education Managers.

The Sr Director of Clinical Education will also become a REBOA PLUS and pREBOA Pro procedural expert and act as a subject matter expert in support of the Clinical Education Managers.

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

Provide 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 with 2-3 years at a national supervisory position preferred.

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.

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 projects preferred (i.e., case reports, case series, user evaluations)

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

Prytime Medical Devices, Inc. • 229 North Main Street, Boerne, TX 78006