



POSITION DESCRIPTION

Position Title: Field Clinical Specialist

Department: Sales

Name of Incumbent:

Supervisor: Field Clinical Effectiveness Mngr

Date of Hire:

FLSA Status: Exempt

OVERVIEW OF POSITION:

The primary function of the FCS is to ensure the appropriate use of the Sentinel® Cerebral Embolic Protection (CPS) System in the U.S. hospital setting. As an integral part of the U.S. field clinical team, the FCS will assist clinicians and cath lab/operating room staff in the proper use, preparation, and procedural skills necessary for using the Sentinel CPS system according to Claret device IFU.

In addition, the selected candidate will assist physicians in patient selection, provide in-services to train operators and staff per the Sentinel CPS IFU, regularly collect Sentinel usage and other data from accounts, manage complaints as per the Claret Quality process, and pursue therapy development activities outlined below.

DUTIES AND RESPONSIBILITIES:

- Regularly maintain up-to-date hospital vendor certification credentials
- Initiate, develop and maintain ongoing contact with U.S. commercial accounts at operator and catheter lab staff levels
- Coordinate clinical case support on a routine basis in collaboration with the Field Effectiveness Manager
- Provide case coverage for new accounts until the FCS is able to certify the lead physician(s) for independence, as per outlined criteria, from case coverage needs
- Collaborate with the heart team in case-planning through pre-assessment of CT and angiograms to ensure that the patient anatomy and procedural approach is appropriate for the use of the adjunctive Sentinel CPS device
- Deliver professional cath lab presence to train physicians and cath lab staff in the correct use of the novel technology
- Provide procedural case 'best practices' to ensure Sentinel CPS is positioned, deployed and retrieved according to the IFU while taking into account the specific patient anatomy
- Consistently complete all necessary documentation such as (but not limited to) in-servicing operators and staff and other training records, device accountability records, etc. whether required digitally and/or on paper as the process requires
- Complete all training and certification logs required to ensure compliance with training commitments to the hospitals

- Act as a ‘subject matter expert’ on Sentinel CPS device, delivery and deployment for the operators and allied health care providers
- Pursue therapy development activities for all current and potential accounts in the designated FCS coverage area (regardless of whether account has been certified as independent for case coverage needs), as outlined below

Existing accounts:

- Garner interest & encourage use among interventional cardiologists not currently using Sentinel CPS
- Garner interest & encourage use in a hospital not using Sentinel CPS in an hospital system that is using Sentinel CPS in another hospital location
- In-service new hospital staff, as a result of staff new hires or turnover

New accounts:

- Garnering interest among current users in current accounts to refer Claret Medical to a potential interventional cardiologist user in another hospital that is currently not a Claret Medical account
- Develop relationships with key opinion leaders in accounts as possible
- Attend local and national congresses as needed to provide a scientific and credible evidence-based overview of the novel device features and benefits
- Work collaboratively with the Sales team to deliver clinical evidence to the heart teams and to influence the appropriate adoption and penetration of the technology
- Communicate all relevant device performance characteristics to Claret Medical’s Quality and R&D teams
- Such other activities as may be assigned by the Company

MINIMUM EDUCATION REQUIREMENTS:

BS or equivalent work experience in relevant field with a minimum five years of experience in training or clinical support in the medical device industry with a focus on clinical support, previous cardiovascular / structural heart experience is highly desirable.

MINIMUM EXPERIENCE REQUIREMENTS:

Education: 4 year degree.

- Industry experience with TAVR, structural heart or endovascular experienced preferred
- Ability to travel extensively and up to 70%
- Self-starter with ability to work independently in regional area with remote and little supervision
- History in effective partnering with sales force required and sales experience preferred
- Excellent intrapersonal, relationship building, communication and presentation skills
- Ability to work effectively in team/matrix environment

OTHER NECESSARY QUALIFICATIONS:



Position Description

FT-10262-02, Rev B

DCR# 2125, Release Date: 7/20/17

Page 3 of 3

Physical Demands: This position requires walking and long intervals of standing, some sitting, note-taking, and the use of the telephone and keyboard on a daily basis. Carrying company equipment on trips will include laptops, chargers, iPad, brochures, and demo devices.

Working Conditions: Hospitals, cath lab, operating rooms, clinics, surgical centers.