



Field Clinical Representative

Job Summary: The Advantage Medical Field Clinical Representative is responsible for verification that all of the requested implants and instruments are prepared and ready for case along with the Area Representative. This position will need to utilize communication skills, knowledge of products, and in-person meetings to assist current customers and secure potential customers. This position reports to the Vice President responsible for their respective divisions.

Title: Field Clinical Representative

Reports to: Vice President

Start date: ASAP

Location: open

Relocation: n/a

Compensation: Competitive Salary & Bonus Structure commensurate with experience. Car / Cell allowance. Health, Vision, Dental, Retirement Benefits

ESSENTIAL FUNCTIONS:

A high level of professionalism and exceptional attention to detail is expected as a representative of Advantage Medical and will display our Core Values in every aspect.

- Mastery of technical and clinical components of the position which will yield valuable consultancy and support in the Operating Room.
- Communicate effectively and concisely with both internal and external customers.
- Requests implants and instruments necessary to cover designated surgeries in conjunction with the Area Sales Rep.
- Plans, coordinates and ensures all implants and instruments are in place prior to case.
- Coordinates surgeon schedule and OR schedule in conjunction with the Area Sales Rep.
- Reports on competitor and customer activities in the field.
- Builds strong relationships with key surgeons while having the ability to cover Spine, Pain and Extremity cases with clinical proficiency and business acumen.
- Strictly adheres to all policies and SOPs regarding the interaction with HCP (Health Care Professionals), product handling and complaints, expense reporting, sales activities and training.
- Supports sales by sharing knowledge, ideas and references.
- Promotes team spirit and team success especially in his or her assigned coverage responsibilities.
- Develops relationships with internal support personnel.

EDUCATION, KNOWLEDGE, AND WORK EXPERIENCE:

- BA/BS degree. Surgical/Operating Room Technician experience with 4 or more years' experience will be considered in lieu of degree.
- Clinical experience in orthopedics, spine, or foot and ankle preferred.
- Demonstrated results working alone in a self-motivated environment.
- Strong planning skills.
- Participate in proactive team efforts to achieve departmental and company goals.
- Ability to complete tasks accurately and on time, paying close attention to detail.
- Excellent written and verbal communication skills.
- Must be mobile and willing to travel up to 75%.
- Must be willing and capable of carrying weights up to 50 lbs frequently.
- Perform all other duties as assigned.