

Clinical Application Specialist Ultrasound META

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Company: Philips Iberica SAU

Location: dubai

Category: other-general

Job TitleClinical Application Specialist Ultrasound META**Job Description**As a Clinical Application Specialist Ultrasound, META you will provide clinical expertise through pre-sales presentations, product demonstrations, application training and handing over of company products. You will assist the sales staff in assessing potential application of company products to meet customer needs and preparing detailed product clinical specifications for the development and implementation of customer applications/solutions.**Your Role:** Supporting Account Managers by providing clinical decision support for products and solutions, including sales presentations, product demonstrations. Support and advise the sales force during customer acquisition.Developing and executing winning clinical sales strategies to expand market shareActively participating with sales team in coordinating and executing clinical evaluations, product demonstrations and presentationsEducating sales team on emerging clinical issues and positioning solutions to address these market changes. Keep up to date with new developments in the clinical application and operating field of the relevant equipmentSupporting new products launchesCustomer Trainings,Set up application training schedules, in close cooperation with the customer.Train customers in applying the best possible clinical procedures and protocols to achieve optimal usage of the delivered Ultrasound equipment.Report to PH on difficulties in optimal usage of the equipmentResponsible for delivering customized (competency based) training material pack – if / when requiredSupport user group meetings if / when required.Conduct regular visits to customers to obtain direct feedback from them about the quality of the training delivery and the customer satisfaction.Support and advise the sales force during acquisition.Stay on track

with the new developments in the clinical application and operating field of the relevant equipment. Be aware and to always manage the safety standards required by the company, including radiation protection, health and safety regulations. In the event of hazards or accidents, to take immediate control of the situation and involve the safety advisor from the regional office. Ensure that all clinical applications training, with both new and existing customers, complies with the company's quality policy. Responsible for reporting customer feedback according to applicable quality standard policy and follow up relevant assigned quality & regulatory training in a timely manner. As a Clinical Application Specialist Ultrasound- META, you will be part of META Ultrasound Clinical applications Specialist team and you will be reporting to the Clinical Applications Specialist Leader Ultrasound META. You are the right fit if: University degree in relevant allied health discipline majors Ultrasound in depth knowledge, proficiency in one of the clinical segments such as General imaging, Cardiovascular or OB/GYN Preferably min. 7 -10 years of experience at Clinical applications. Experience on using post processing tools and advanced applications. Strong communication and presentation skills. Ability to utilize problem-solving, critical thinking and priority-setting skills. Speaking, understanding, and writing fluently English in addition to local language. Teaching experience in a clinical environment preferred. No obstacle to travel extensively in META region when necessary. About Philips We are a health technology company. We built our entire company around the belief that every human matters, and we won't stop until everybody everywhere has access to the quality healthcare that we all deserve. Do the work of your life to help the lives of others. • Learn more about our business. • Discover our rich and exciting history. • Learn more about our purpose. If you're interested in this role and have many, but not all, of the experiences needed, we encourage you to apply. You may still be the right candidate for this or other opportunities at Philips. Learn more about our commitment to diversity and inclusion here. #LI-EU#LI-HYBRID

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