

Clinical Applications Specialist Leader Ultrasound META

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Company: Philips

Location: dubai

Category: other-general

Job TitleClinical Applications Specialist Leader Ultrasound META**Job Description**The Clinical Application Specialist (CAS) Leader Ultrasound shall lead a team of Ultrasound Clinical Application Specialists in META to drive clinical excellence in the zone for the ultrasound portfolio. The CAS Leader shall be responsible for driving the clinical application delivery for the Ultrasound in META. The leader shall be responsible for ensuring total customer satisfaction for the application delivery. The CAS Leader shall be part of the Ultrasound team in the META region and report to Ultrasound Business Lead

To succeed as a Clinical Application Specialist Leader you will utilize your clinical expertise leadership skills and attention to detail to effectively manage resources support the professional growth of your team ensure compliance with quality and regulatory standards and drive customer satisfaction. Your role: be responsible for CAS resource management in the META organization including employee selection development goal setting and performance management for the clinical application team. be responsible for driving preference for Philips Ultrasound portfolio across the META by delighting customers with CA delivery. Ensure the Philips equipment is used as per the specifications to drive best clinical outcomes and improve equipment utilization and throughput. set the priorities for the Ultrasound CAS team. He/She shall work together with the Ultrasound Business leader to determine the capacity and build right capabilities in the organization for the Ultrasound clinical application delivery. ensure the right resources are managed within or outside the zone for any extended support to the customer. be the bridge between the businesses and zone for any application delivery related business in the zone. Collaborate with the marketing team and support the clinical marketing activities eg

creating clinical image library proof points creating awareness and preference for Ultrasound portfolio on digital/social media congress presence and event support etc.support clinical science activities like clinical studies creating local proof of concepts etc.be responsible to foster teamwork within the CAS business and functional teams for smooth handing over of the projects.lead the people development for his direct team.Ensure patient safety and quality standards are met to CAS delivery and bring any quality issue related to clinical application or otherwise to the fore and drive timely escalation/resolution.Develop and deploy education programs for customers and internal staff in coordination with the Business Units and other resources.Support the NPIs for the application readiness and set up of reference/demo sites.manage Key Opinion Leaders (KOLs) and Reference Sites in collaboration with product management.Serve as the voice of the customer providing feedback to the business on clinical matters.Shall support the business and commercial team with high level customer engagement and provide presales support to create customer preference for Philips products and solutions.Youre the right fit if you have:Degree qualification with a minimum 10 years of experience strong clinical background.Experience in people management leadership and coaching is preferred.Excellent relationshipbuilding skills.Strong communication (oral and written) and presentation skills in English.Strong business acumen.No obstacle for travelAttention to detail.About PhilipsWe are a health technology company. We built our entire company around the belief that every human matters and we wont 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 youre 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#LIEU#LIHYBRID

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