

Job Title: Clinical Sales Specialist

Reports to: Managing Director

Job Purpose:

The Clinical Sales Specialist is a key role responsible for driving the sales and adoption of ophthalmic imaging solutions across the UK and Ireland. The candidate will report to the Managing Director and will participate in sales and clinical meetings. This role requires a seasoned professional with significant experience in the NHS ophthalmology industry, who can leverage their clinical expertise to drive product adoption and market share growth. The successful candidate will work closely with the managing director, including sales, marketing, and product development, to develop and execute a winning strategy.

Key Responsibilities:

- Develop and execute a comprehensive sales strategy for ophthalmic imaging solutions, in collaboration with the sales and marketing teams.
- Build and maintain strong relationships with key stakeholders in the ophthalmology community, including clinicians, researchers, and key opinion leaders.
- Identify and cultivate new business opportunities to drive revenue growth and market share gains.
- Provide clinical and technical expertise to support the sales process, including product demonstrations, training sessions, and technical support.
- Collaborate with the product development team to provide feedback and insights to inform product roadmap decisions.
- Monitor market trends and competitive landscape to identify new opportunities and inform product development priorities.
- Provide thought leadership and represent the company at industry conferences and events.
- Participate in sales meetings and provide updates on sales performance, market trends, and product roadmap priorities.
- Work with the Managing Director to set sales targets and ensure sales growth.

REGISTERED ADDRESS

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Key Performance Indicators:

- Meet or exceed sales targets for ophthalmic imaging solutions.
- Maintain a high level of customer satisfaction, as measured by post-sales surveys and customer feedback.
- Build and maintain strong relationships with key stakeholders in the ophthalmology community.
- Provide timely and effective technical support to customers and sales teams.
- Stay up-to-date on industry trends and competitive landscape, and provide insights to inform product roadmap decisions.
- Deliver strong presentations and contribute to senior level discussions and decision-making.

Skills, Knowledge, and Experience:

- Minimum of 5-10 years of experience in NHS ophthalmology, with a focus on imaging solutions.
- Strong clinical and technical knowledge of ophthalmic imaging, including experience with OCT and OCT-A, fundus photography, and other diagnostic tools.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with key stakeholders.
- Proven track record of driving sales and revenue growth in the medical device industry.
- Strong business acumen, with the ability to develop and execute comprehensive sales and marketing strategies.
- Bachelor's degree in a relevant field required; advanced degree preferred.

Working Conditions:

- Significant travel required across the UK and Ireland, up to 50% of the time.
- Work schedule may include occasional evening and weekend work, depending on customer needs.

Salary and Benefits:

- Basic salary range: £38,000 - £42,000 plus commission.
- Company car and Pension offered.