



Clinical Implementation Specialist

As a Clinical Implementation Specialist working for ImpediMed, you will provide clinical support to healthcare facilities supporting our SaaS product, SOZO®. Your professional interactions will include the most prestigious medical institutions in the US. This position is a member of the Sales Team and will work closely with other Clinical Implementation Specialists and ImpediMed's Strategic Account Managers to drive sales, ImpediMed's programs and product adoption forward. The position will be supported by the Customer Experience team.

The ideal candidate will be one who has a passion to train and educate current customers, while taking clinical sales to future customers. You will be a persuasive communicator, superior problem-solver, a good listener and become one of our product subject area experts. To be successful in this position you will need to be comfortable with our sales cycle, be able to think on your feet, have excellent presentation skills and be tech savvy.

You will be able to collaborate with your team members in a friendly and supportive environment, where best practices are freely shared, recognized and valued. We look for candidates who demonstrate our Core Values of: Integrity, Accountability, Collaboration, Respect, Quality, and Compliance.

This position is a great opportunity to join an innovative, medical technology company that is on the cutting edge of changing the future of healthcare!

ImpediMed's Company Vision: ***Leave no patient untested who could benefit from our technology.***

POSITION SUMMARY

The Clinical Implementation Specialist (CIS) is responsible for defining and demonstrating for customers the value of ImpediMed's programs and products from a clinical perspective, understanding and prioritizing the customers' business requirements. They will have the ability to enhance the pre-sales phase by providing hands-on demonstrations of ImpediMed technology and will elevate the post-sales phase by assessing patient clinical workflows and integrating ImpediMed technology to become the Standard of Care within the hospital and healthcare systems. The CIS will be a product expert and will establish credibility with key healthcare decision makers and develop relationships within healthcare facilities to increase and expand ImpediMed program adoption, product acceptance and utilization. As a customer partner, the CIS will collaborate and work cohesively with the Customer Experience department.

PRIMARY DUTIES & RESPONSIBILITIES (Essential Functions of the Position) include but are not limited to the following. Other duties may be assigned.

Assesses clinical workflow requirements and plans, coordinates and implements to ensure clinical acceptance of ImpediMed products and technology.

- Provides best practices regarding practice integration and product usage for all customers in assigned region.



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- Works with customers to introduce, promote, and increase the usage of ImpediMed products throughout a customer facility.
- Proactively works to enhance and identify program improvements to move existing program adoption forward to meet customer needs and increase sales.
- During sales process, works as clinical advocate to recognize new opportunities within the account that may lead to upsell opportunities.
- Provides installation, related in-service education, and integration to new customers to ensure customer satisfaction.
- Provides information through formal presentations to Physicians, Allied Health, and Administration customers that detail the clinical benefits of ImpediMed technology as related to the group.
- Assists with the collection and dissemination of information or feedback provided by customers.
- Provides product support to users either in person, or by written or verbal means.
- Represents ImpediMed at various trade shows or educational meetings.
- Continuously increases knowledge of new developments within the assigned market as well as ImpediMed products and technology to perform as a subject matter expert.
- Assesses new products or enhancements of ImpediMed technology to provide information and feedback to the Product Development and Marketing departments.
- Works with Marketing team to complete necessary training/education presentations and leave behinds.
- Liaisons closely with Sales Department to drive program development at key customer sites.
- During sales process, works as clinical advocate to recognize new opportunities within the account that may lead to upsell opportunities.
- Develops and disseminates information to Strategic Account Managers (SAM) and others regarding issues related to customer acceptance of ImpediMed technology and products.
- Maintains all Certification Vendor Hospital Credentials.
- Maintains required privacy and security of all PHI and ePHI used to fulfill job duties in compliance with HIPAA and all other applicable laws and regulations.
- Performs other related duties as assigned.

QUALIFICATIONS GUIDELINES Typical Knowledge, Skills, & Abilities:

- Must have strong written and oral communication skills and be particularly adept at presentations and public speaking, with audiences including physicians, surgeons, clinicians, nurses or other hospital administrators.
- Ability to work independently and balance multiple priorities in a fast-paced FDA regulated environment.
- Must have exceptional organizational and planning skills.
- Excellent time management skills and ability to meet deadlines.



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- Ability to demonstrate professionalism, build valuable and lasting relationships, exercise discretion, and use independent judgment in all customer interactions.
- Knowledge of clinical process workflows in a hospital or healthcare environment.
- Ability to sell SaaS solutions into hospital systems, hospitals, clinics or other medical settings.
- Must demonstrate a professional appearance when interacting with all customers.
- Demonstrate the ability to teach complex concepts in a simple, concise manner to all levels of healthcare professionals in diverse settings from one-on-one to formal large group situations.
- Must understand, follow and comply with regulatory requirements as applicable to various processes. An understanding of FDA Quality System Regulations and ISO Standards (ISO 13485) is required.
- Must possess a thorough understanding of work-related standards and regulations, including but not limited to Standard Operating Procedures (SOPs) and Quality System Regulations (QSRs), both US and international.
- Ability to work with and safely handle all PHI and ePHI information per HIPAA regulations and requirements.

TYPICAL MINIMUM EDUCATION, EXPERIENCE or CERTIFICATIONS

- Minimum Associate Degree in life sciences field, nursing, physical therapy or exercise physiology, Bachelor's Degree in life sciences preferred.
- Minimum of three (3) years of work experience in healthcare or technical field.
- Prior clinical specialist working experience with a medical device manufacturer preferred.
- Prior experience in hospital/clinic medical sales preferred.
- Working experience in the field of oncology and cancer survivorship preferred.

WORK ENVIRONMENT & PHYSICAL REQUIREMENTS

- Travel: This position requires extensive travel up to 75% (domestic). Must have a valid driver's license and active vehicle insurance policy. This position is a remote based position. Flexibility of schedule to meet business needs. Serve as back up to other CIS in other territories.
- Physical Demand: Moderate physical effort. For example, frequent standing, bending/stooping or balance needed. Requires operating light office equipment, e.g., personal computer, copier etc. The employee must be able to regularly lift and/or move up to 50 pounds of equipment. Sitting, standing and/or walking for up to eight plus hours per day. Specific vision abilities required by this job include close vision, distance vision, depth perception, and ability to adjust focus in relation to travel and operating a personal computer.
- Mental Demand: Moderate to high degree of concentration due to volume, complexity, and/or "pressure" of work.



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BENEFITS

Life at ImpediMed

It is fast, it is fun, it is evolving, it is growing, and it is filled with smart, passionate, diverse, friendly people who want to make a difference in healthcare. We are 4 miles from the beach and are located within the Carlsbad Research Park with numerous paths and trails great for walking meetings or enjoying the outdoors during your workday by biking, running, or walking.

Total Rewards

At ImpediMed, we are strongly committed to our employees--their well-being, development, rewards, and recognition opportunities. One way we demonstrate this commitment is by offering a valuable, competitive package of compensation and individualized benefits programs aimed at the varying needs of our diverse and global teams. The sum of our programs is one of the many reasons people choose to work at ImpediMed. We regularly benchmark against other companies in our industry to ensure our Total Rewards package is competitive and of value.

We offer full healthcare benefits including: Medical PPO/HMO/HSA Plan Choices, Dental Plan, Vision Plan; 401(k) with employer match for full-time employees once vested in plan. Basic Life, AD&D, STD/LTD, Employee Assistance Program (EAP) and employee discount programs.

Diversity & Inclusion

It is our diverse teams who drive our innovation, creativity, and success. We value the unique backgrounds and experience of all our employees and share a set of core values of ethical behavior for conducting our business. - Integrity, Accountability, Collaboration, Respect, Quality, Compliance. We continuously strive to provide an environment where employees not only feel they can succeed, but also where they can thrive.

This position may require access to patient Protected Health Information (PHI) and may also involve access to electronic Protected Health Information (ePHI). Those in this position are required to comply with all final regulations including the Health Insurance Portability and Accountability Act of 1996 (HIPAA).

ABOUT IMPEDIMED

Based in Brisbane, Australia with its principal office located in Carlsbad, CA, USA and a European office in Thessaloniki, Greece, ImpediMed is the world leader in the design and manufacture of medical devices employing bioimpedance spectroscopy (BIS) technologies for use in the non-invasive clinical assessment and monitoring of tissue composition and fluid status. ImpediMed Limited is a public company listed on the Australian Stock Exchange (ASX: IPD).

ImpediMed devices are currently used in both the clinical and research settings with future applications being developed for home use. ImpediMed has over 15 years of clinical experience supporting



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healthcare professionals in the assessment of secondary unilateral lymphedema of the limbs. ImpediMed's devices are used in a variety of settings to aid surgeons, oncologists, therapists, and radiation oncologists. Our research devices are thought of as a gold standard measurement system for non-invasive fluid and body composition measurement, used in both animals and human research.

We were the first company to receive FDA clearance in the U.S. to aid healthcare professionals to clinically assess unilateral lymphoedema of the arm and leg in women and the leg in men, for our L-Dex® U400 device. ImpediMed's products are unique in the field of BIS which is the gold standard in bioimpedance. They scan the full frequency range from 3kHz to 1000kHz taking readings from 256 unique points. In BIS, ImpediMed has developed devices which are the most accurate and clinically useful in this field. ImpediMed is respected in the BIS field for the strong scientific foundation of its approach to BIS with over 400 peer-reviewed journal articles. ImpediMed's products are designed and manufactured to an ISO 13485 Medical Devices Quality System.

The company is advancing the state of the art in BIS technology with our new product platform called SOZO®. Only SOZO® by ImpediMed uses proprietary bioimpedance spectroscopy technology to gather and retain thousands of unique data points related to fluid status and tissue analysis, then applies indication-specific algorithms to produce accurate, detailed and actionable results in only 20 seconds. SOZO® identifies opportunities for early interventions that may prevent certain conditions and slow or reverse the progression of others, resulting in better health and quality of life. A single, powerful SOZO® reading allows individualized, proactive care across multiple specialties for improved clinical and economic outcomes. SOZO® is the world's first interactive health monitor to use ImpediMed's patented bioimpedance spectroscopy (BIS) technology to monitor a person's fluid status and tissue analysis.

ImpediMed produces a family of FDA cleared and CE Marked medical devices, including SOZO®, sold in select markets globally. For more information, see our website at www.impedimed.com.

ImpediMed's management team includes executives who have international experience in successfully introducing innovative medical products to global markets. The organization is dynamic and professional and has been built from the ground up with a strong team of enthusiastic and dedicated senior managers, researchers and employees. The company is on a dramatic growth path with the strong demand for its unique product offerings and offers exciting career opportunities.

ImpediMed's Company Vision: *Leave no patient untested who could benefit from our technology.*

ImpediMed is an Equal Opportunity/Affirmative Action Employer

TO APPLY:

Please email your resume to employment@impedimed.com subject line reading: Clinical Implementation Specialist