

# Lapiplasty® Regional Clinical Specialist

## **POSITION SUMMARY:**

The Lapiplasty® Regional Clinical Specialist (RCS) at Treace Medical Concepts reports directly to the Chief Sales Officer with a primary responsibility of ensuring that all new surgeon customers have an excellent experience during initial surgeries with our novel, patented Lapiplasty® procedure. The SRCS will be the subject matter expert for the Lapiplasty® procedure. An individual that can instill confidence in the surgeon and OR support team (and sales force) by their deep understanding of the Lapiplasty® procedure and proper use of our products in a variety patient/clinical scenarios.

Additionally, the RCS will have a leadership role and responsibility for training and conducting educational labs with surgeons. The RCS also serves as the internal expert and first hand customer feedback point on the performance of our products.

## **PRIMARY DUTIES AND RESPONSIBILITIES:**

- Attends surgery with new surgeon users; provide technical guidance on proper clinical use and technique for best possible outcome and an excellent customer experience. Completes case review summaries after every case.
- Arranges and conducts product training for the sales force.
- Plans, coordinates and executes product training for surgeons (didactic and cadaveric). Ensures proper selection and qualification of all trainees.
- Fields and support sales representative technical questions.
- Assists with surgical protocols, techniques, tips & tricks.
- Develops positive, enduring relationships with our customers and sales force.
- Supports local, regional, and national trade shows and labs as required.
- Works with sales force to develop pipeline of new surgeon trainees and users.
- Supports the sales force in the product approval process.
- Collaborates with sales management on forecast.
- Provides feedback and evaluation of performance after sales calls, presentations, etc. in order to improve technical and TMC product sales skills.
- Develops and maintains strong relationships with all key account personnel within their assigned areas in order to support selling, market development, service efforts, clinical events and business continuity.
- Updates management and marketing on industry trends, product advancements, & customer needs.
- Provides feedback to marketing on product design to improve performance and customer satisfaction.

## **KNOWLEDGE, SKILLS, AND ABILITIES:**

- Must thrive in the hospital (and specifically OR) setting and be comfortable and confident instructing surgeons and OR teams during surgery.
- Excellent communication skills
- Excellent presentation skills
- Moderate to high travel expected: 60%+ of working hours with some weekends.
- Must be willing and able to complete and maintain hospital credentialing requirements (Reprax, other).
- Must enjoy traveling majority of the time
- Must be able to handle multiple tasks and manage priorities accordingly

- Must be a self-starter and able to self-educate
- Must be a confident and outgoing individual that thrives in meeting and working with new people
- Must be able to work in a team environment and exert influence without alienating others
- Must be extremely well organized with strong attention to detail

**MINIMUM REQUIREMENTS:**

**Education and Experience:** 1+ year of successful product management or field sales experience with a surgical implant company (orthopedics experience preferred). Alternatively, 2 or more years as member of an Operating Room surgical team (RN or PA). Previous OR experience is required. PA, RN or Bachelor's Degree required.

**WORK ENVIRONMENT:**

This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms.

*This job description is not a contract and does not affect the at-will nature of your employment relationship with Treace Medical Concepts, Inc., Furthermore, this job description is not intended to be all-inclusive and does not and cannot address every responsibility or duty you may be expected to perform during your employment. Treace Medical Concepts, Inc., reserves the right to modify or amend this job description at its discretion, without prior notice.*

***All qualified applicants considered regardless of ethnicity, nationality, gender, veteran or disability status, religion, age, gender orientation or other protected status.***