

Clinical Market Development Manager (f/m)



Headquartered in Heidelberg, Germany, Heidelberg Engineering is a high-tech imaging solutions company which designs, manufactures, and distributes diagnostic instruments for eye care professionals. The company's products are used around the world by ophthalmologists and optometrists to scan patients' eyes for signs of disease and to assist in the management of patients found to have disease. The company's core technologies include confocal microscopy, scanning lasers and optics, optical coherence tomography, software image analysis and IT solutions for image management.

Since the foundation in 1990 the company has steadily grown and currently employs around 300 staff members. Besides headquarters in Heidelberg and another development site in Lübeck, the company operates business units in the United States, Switzerland, Great Britain and Australia. To provide best services worldwide we closely cooperate with a wide network of international distribution partners.

Job Summary:

The Clinical Market Development Manager is responsible for establishment and support of new products and applications in the market including but not limited to the Cataract and Refractive market. The Clinical Market Development Manager identifies market needs and supports the development of new clinical applications of products by working closely with clinicians and researchers. The core goal of this challenging position is the cooperation and collaboration with key opinion leaders to ensure that company products get visibility in the market through presentations and publications.

Essential Duties and Responsibilities:

- This position establishes and supports new products and applications in opinion-leading reference centers.
- Works with key opinion leaders to ensure that company products get visibility in the market through presentations and publications.
- Contributes to the innovative pool of the company by identifying addressable clinical needs.
- Communicates and cooperates on the same level with leading scientists and clinicians.
- Serves as the link between external experts and internal product management as well as clinical research management teams.
- Initiates and supervises clinical trials, develops new application areas and validates unique features of products.
- Supports the presentation and publication of research results.
- Works with marketing team to develop collateral material that uses clinical data to substantiate the clinical benefits and unique selling points of products.
- Represents the company at scientific conferences as well as expert and consensus group meetings.
- Organizes and moderates scientific symposia, clinical advisory boards and customer focus groups.
- Using well-structured presentations, informs medical professionals and business partners about the latest company developments and supports training and sales activities.

Knowledge, Skills and Abilities Required:

- Degree in science or medicine, MD, PhD or similar work experience
- Experience in the field of biomedical optics and imaging techniques
- Persuasive personality on both a professional and personal level
- Self-driven work ethic
- Self-confident appearance
- Experience in public speaking and moderating public discussion
- Reliable organizational skills
- Above average computer skills

Physical Demands:

While performing the duties the employee is:

- constantly required to reach to use computers and other office equipment
- constantly required to view objects at close and distant ranges
- constantly required to communicate with others
- frequently required to sit and stand
- This position functions in an office and technical environment and requires fine manipulation and simple grasping in order to utilize the computer and other standard office equipment such as telephone, fax machines, copiers, etc.
- Required occasional lifting and transporting of items weighing up to 30 lbs.
- This position may require constant travel to meetings and tradeshows.
- Equipment typically used: Computers, Heidelberg devices, USB devices, MO disks/drives.

Note: For the purpose of this summary, occasionally is used to represent up to 1/3 of the time given to the work day, frequently represents 1/3 to 2/3 of the time and constantly represents 2/3 or more of the time.

Please send us your complete application including cover letter stating your favorite position and location, curriculum vitae, diploma and job references. We are looking forward to meeting you.

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