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## Clinical Application Specialist

### Position Overview:

The Clinical Applications Specialist (CAS) is responsible for product training and application support during web session or hospital on-site sessions, as well as trouble shooting, software installation and upgradation for customer sites. The CAS works very closely with Circle's Sales Specialists who are charged with developing account relationships and deployment of Circle sales strategies to acquire new hospitals customers or sell additional licenses into our existing base, hospitals or MRI clinics. Additionally, the CAS supports the Sales Specialists who are responsible for deploying corporate resources for solutions selling, to help our customers achieve their CMR, CT or Structural Heart and EP market objectives, through our comprehensive product platforms and service offerings. The CAS will support the sales specialist during the early part of the sales cycle and after the sales closing with product demonstrations, installations and customer follow up.

### General Responsibilities:

- Product training to customers and business partners
- Pre-sales product demonstrations online, at congresses and on-site at hospitals
- Establishing and managing customer relationships
- Supporting educational partnerships with key-opinion leaders and training centers
- Acquire good product knowledge and keeping up-to-date with developments in the cardiac imaging field
- Setting up documentation for pre or post customer training, such as quick guides, presentations, tutorials, turning customer into power-users, etc.
- Provide customer feedback to the development team
- Documentation of all customer contacts via Circle's CRM platform, SFDC
- Remote installation and configuration of Circle software, on-site visits as necessary and or in conjunction with Circle's IT Sales Support team
- Remote technical support to solve customer questions

### Required Skills/Experience:

- A strong background in medical imaging. Experience with cardiac MRI, CT and structural heart post-processing applications is an asset
- Experience with Electrophysiology or Cardiac Rhythm management
- Excellent communication skills and ability to teach
- Written and verbal language skills in English - additional languages is a plus
- Pro-active, outgoing personality with excellent communication skills
- Customer friendly and problem solving oriented, representative and responsible
- Committed and showing initiative
- Ability to work both in a team environment and independently
- Ability to travel ~ 50-60%

### Beneficial Skills/Experience:

- Previous experience with Circle's products is considered as an asset

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## About Circle Cardiovascular Imaging Inc.

Circle Cardiovascular Imaging Inc. develops world class, advanced, post-processing solutions for the cardiac imaging industry. Circle is a prominent company for the global cardiac imaging community bringing together an experienced and qualified team of more than 150 people.

Circle's imaging platform, cvi42 is the leading best-in-class cardiovascular imaging reading and reporting solution for Cardiac MR, Cardiac CT, and Cardiac Interventional Planning. Annually, hundreds of thousands of cardiac exams - in over 1,000 hospitals in 40 countries - are interpreted using cvi42, providing physicians the tools to accurately quantify and diagnose complex cardiovascular diseases while improving patient outcomes and the effective utilization of healthcare resources.

Currently at version 5.11, cvi42 utilizes machine learning and big data, with the machine results demonstrating capabilities within the same range as expert human readers, improving cardiovascular health through excellence in imaging as an integral part of precision medicine.

## How to apply:

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. While we thank all those who apply, however please note that we will only be contacting those selected for an interview. No phone calls or unsolicited agency referrals please

Please send your resume with cover letter to the attention of Human Resources at the following address:

Email: [hr@circlevi.com](mailto:hr@circlevi.com)

Fax: +1 403 338 1895

Mail: **Circle Cardiovascular Imaging Inc.**

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