

Clinical Applications Specialist – South USA

Position Overview:

The Clinical Applications Specialist (CAS) is responsible for product training and application support during web sessions or hospital on-site sessions. The CAS works very closely with Circle's Account Executives who are charged with developing account relationships and deployment of Circle Sales strategies to acquire new hospital customers, or sell additional licenses into our existing base, hospitals, or MRI clinics. The CAS supports the AEs who are responsible for deploying corporate resources for solutions selling, to help our customers achieve their CMR, CT, or other market objectives, through our comprehensive product platforms and service offerings. The CAS will support the sales team during the early part of the sales cycle and after the sales closing with product demonstrations, installations, and ongoing customer requirements.

General Responsibilities:

- Product training to customers and business partners
- Pre-sales product demonstrations online, at conferences 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
- 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
- Internal technical support

Required Skills/Experience:

- A strong background in cardiac imaging and experience with cardiac MRI, cardiac CT and structural heart post-processing applications
- Excellent communication skills and ability to teach
- 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 ~ 40-50%

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 5.10, 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 or apply on our website:

Email: hr@circlecvi.com

Fax: +1 403 338 1895

Mail: **Circle Cardiovascular Imaging Inc.**

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