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## ***Clinical Sales Manager - South China***

### **Position Overview:**

The Clinical Sales Manager - South China is the owner of developing account relationships and the deployment of Circle sales strategies to acquire new hospitals or clinic accounts and our existing base of business. Additionally, the Clinical Sales Manager is responsible for deploying corporate resources for "solutions selling" to help our customers achieve their CMR objectives through our comprehensive product platforms and service offerings. The environment you will work in is continuously developing and challenging, giving you the opportunity to work for an innovative and enthusiastic company with a clear strategy. Our standards for service are high and well known amongst our partners and customers.

**Please note: This position is seeking candidates located in the South China area.**

### **General Responsibilities:**

- Sales of Circle product suite - responsible for the creation and coordination of the South China account plan, driving our key customer and platform strategies with decision makers and influencers to meet and exceed sales targets
- Product installation and application training in concert with the Clinical Application Specialist - coordinating and collaborating with our internal team in an effort to address customer and market requirements
- Establishing and managing customer relationships - enabling delivery of customer and Circle aligned solutions that result in sales execution to plan
- Establishing educational partnerships with training centers in territory
- Having Circle products used in important trials
- Acquire superb product knowledge and maintain a continuous loop of knowledge in CMR, CT, SHD, and Circle solutions
- Provide customer feedback to the development team - regional knowledge regarding trends in the market
- Documentation and management of customer contacts and negotiations within SFDC, our CRM

### **Required Skills/Experience:**

- Post secondary education with minimum of 5 years of medical industry experience
- Excellent communication and interpersonal skills
- Customer friendly and problem solving oriented, representative, and responsible
- Experience with cardiac MRI and cardiac CT post processing applications
- Experience in sales and distribution
- Pro-active and able to adapt to new domains quickly
- Team player with entrepreneurial spirit
- Committed and showing initiative
- Ability to work in both a team environment and independently
- Ability to travel ~50%

### **Preferred Skills/Experience:**

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

**Educational Requirements:**

- BSc in Medical related field



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## **About Circle Cardiovascular Imaging Inc.**

Circle Cardiovascular Imaging Inc. is a Calgary-based software development company that develops and sells cardiac post-processing software that allows for the evaluation and analysis of MR and CT images. Available for clinical and research use, the stand-alone software provides full DICOM and PACS connectivity.

Circle operates worldwide and its products (cvi42, cmr42, ct42, and report42) have been approved for the Canadian, American, Australian, and European markets. Circle's goal is to contribute to quality in cardiovascular imaging and research, while maximizing the achievable benefit for patients by enabling healthcare providers to accurately and effectively analyze cardiovascular images.

### **How to apply:**

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

Fax: +1 403 338 1895

Mail: **Circle Cardiovascular Imaging Inc.**

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