



# Virtual Reality Clinical Specialist

## VR Program Lead

### Surgical Theater, LLC

#### POSITION OBJECTIVE:

Surgical Theater is a leader in the agile development of Medical Applications for Virtual Reality and Imaging Guidance. The company's 360 Virtual Reality, Surgical Guidance and Navigation Platform is transforming the way Surgeons consult with patients, plan complex surgical procedures, use medical imaging during surgery and conduct post-operative reviews.

The Virtual Reality Clinical Specialist (VR Program Lead) is primarily responsible for the operation and support of systems and equipment and to drive utilization at customer sites. This position also provides clinical support for all sales team initiatives both on site at designated hospital and off site, through various activities such as setup and demonstration at existing and potential accounts.

#### ESSENTIAL FUNCTIONS:

- Drive utilization at customer sites
- Work with Residents and Surgeons in the OR before and during surgeries
- Coordinate with surgeons and radiologists to obtain appropriate scan sequences (CT, MRI, etc)
- Work with Surgeons and Clinic Staff in the utilization and adoption of technology and systems
- Provide reports of utilization activity at customer sites
- Provide information back to sales team to support sales activity and customer satisfaction to increase utilization
- Support sales team to achieve sales goals and objectives through setup and demonstration of equipment
- Appropriately represent the company and its technology in the hospitals and surrounding community
- Provide clinical support to sales staff and company at tradeshow, demonstrations and events
- Engage with the company R&D team to obtain current product knowledge and support techniques
- Travel throughout assigned territory to call on regular and prospective customers
- Hustle to get results
- Perform other duties and responsibilities as assigned

## CONTACTS:

Internally to Surgical Theater the VR Program Lead will have ongoing contact with all staff, including Management and C-Suite Leadership. In addition, the VR Program Lead will have daily contact with various critical stakeholders, partners, clients, customers, etc.; specifically but not limited to Surgeons, hospital Administrators, Physician Assistants, Residents, Radiology Staff, OR Administration, various other staff and industry representatives.

## REQUIRED SKILLS:

- Bachelor's Degree in medical/biology related discipline
- Experience or credentials in a relevant field
- A medical device or imaging background is preferred
- Minimum of one year experience with medical terminology, devices, or related field
- Basic knowledge of 3D stereotactic equipment preferred
- Knowledge of medical terminology, specifically related to neurosurgery
- Excellent interpersonal and verbal communication skills
- Mechanical/technical ability and manual dexterity
- Willingness to work a flexible schedule\* Open to relocation
- An ability to travel 40-70%, dependent upon account distribution
- Hustle for success through consistency and driven determination

## QUALIFICATIONS:

Appreciative and Positive Attitude, Self-Managed, Highly Motivated, Team Player, Problem Solving, Judgment, Confidentiality, Continuous Improvement, Results Driven, Strong Communication Skills, Multi-tasking Ability in a Start-up Environment

## JOB TYPE:

Full-time

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