

## JOB DESCRIPTION

**Title:** Clinical Manager

**Description:** The Clinical Manager assures the success of customers using SwishKit to improve patient outcomes and grow usage and sales. They lead the development of training materials and support the completion of clinical studies. The Clinical manager provides customer training for early adopter customers and builds and leads the team of contracted clinical specialists that assure continued customer success as the customer base grows.

**Direct Report:** Vice President Marketing

**Position:** Full-time; travel a minimum of 50%-85% within the US

**Responsibilities include but are not limited to:**

- Act as the clinical product expert for Swifsure's products and participate in the development, testing and refinement of customer training materials.
- Lead the team that educates physicians, nurses and other customer staff on features, benefits, and clinical use of SwishKit and collaborate with customers on appropriate clinical pathways/protocols and workflow integration.
- Actively participate with sales team in coordinating and executing clinical evaluations, product demonstrations, presentations, and implementations as required.
- Support market education on SwishKit requested by leadership.
- Manage the day-to-day activities of one or more clinical study sites including site management, communication, and monitoring participant recruitment. Track study metrics on site performance, devise and implement corrective actions.

**Qualifications:**

- RN, PA or other allied health professional with at least 3 years' experience in a critical care environment.
- Prior Medical Device company experience preferred but not required.
- Position may include up to 70% overnight travel.
- Microsoft Office skills (PowerPoint ,Excel, Word, Outlook)
- Proven writing skills
- Good verbal communication and presentation skills
- Ability to work independently and as a strong contributor to the leadership team of a rapid growth start-up operating as a virtual company.

**Compensation:**

- Competitive base salary, equity, and benefits