

Job Description

Job Description: Product Specialist / Product Manager

Primary Role

- Marketing and sales of the Pelorus propofol analyser range to the research anaesthetist community worldwide.

Other Roles

- Building the clinical and business case for a clinical Point of Care propofol analyser
- Identification of potential collaborators and funding for relevant clinical development activities for Pelorus and other Sphere products

Tasks/Skills

- All aspects of the sales process for Pelorus from lead generation to selling instruments and ongoing consumables usage.
- Preparation of collateral, sales tools and promotional materials for the Pelorus range and launch of next generation product.
- Development and implementation of a product PR plan
- Development of training materials for Pelorus products and training end users
- First line of support for Pelorus units in the field
- Collaboration with the regulatory/clinical group in the planning and implementation of regulatory and marketing trials.
- Investigate and help specify user requirements during the product development and improvement processes.

Personal Attributes

- Excellent written and verbal communication skills.
- Self motivated and able to organise own work.
- Team-player with good interpersonal skills.
- Willing to travel internationally (up to 25%) and work flexible hours to support international customers.

Education

- Certificate or Diploma in Marketing
- Relevant clinical or technical qualifications advantageous

Experience

- A minimum of five years experience in a commercial healthcare company, preferably including sales and product specialist/management roles.
- Experience of working in a critical care environment advantageous, e.g. as a nurse, respiratory therapist, perfusionist, laboratory scientist or Point of Care co-ordinator.

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