



CLINICAL RELATIONS MANAGER

SUMMARY

Invibio Biomaterial Solutions is currently seeking to recruit a home office based Clinical Relations Manager. The Clinical Relations Manager (CRM) will execute the pull-through strategy for PEEK-OPTIMA HA Enhanced (POHAE) as it relates to Physicians/Spine Surgeons and Providers/Hospitals in the US.

JOB ROLE

The CRM is accountable for delivering the POHAE Clinical and Economic Value propositions, with success measured by the number of Key Opinion Leader (KOL) surgeons that trial a device made with POHAE as a result of the CRM's actions. Additional responsibilities include developing and driving short, medium and longer term activities, practices and disciplines with the Marketing department that will assist in converting the existing Spine market from PEEK-OPTIMA to PEEK-OPTIMA HA Enhanced. The CRM will also work closely with the Invibio BDAs/BDMs to support our existing client's through surgeon acquisition/conversion support and hospital approval support. The CRM will work with the Sales Team Leaders (STL) and Marketing to develop Peer-to-Peer selling strategies that utilize KOLs that have adopted POHAE technology, including but not limited to region speaking engagements, KOL to prospective client meetings, KOL to hospital/teaching center activities.

REQUIREMENTS

The successful candidate will have strong relationship skills with key external stakeholders and decision makers at all levels throughout the region and the ability to create mutually strategic relationships with customer organization through becoming a trusted partner for mutual growth at client, physician, and provider levels. In addition, the successful candidate should have an MBA or equivalent business qualifications; relevant experience in region and/or market sector / partner accounts; demonstrable experience of accurate account forecast planning and use of relevant tools; and willingness to travel.

▶ TO APPLY

In addition to a competitive salary we also provide a range of attractive benefits, including company pension and healthcare schemes. If you believe you have the drive and potential required to join our team, please email your CV to:

HR@victrex.com. (No Agencies)

ABOUT INVIBIO

Invibio, part of the Victrex plc group of companies, is a global leader in providing high-performance biomaterial solutions to medical device manufacturers. The company provides PEEK-OPTIMA™ polymers, advanced technical research and support and manufacturing of components for spine, trauma and orthopaedic and dental medical segments for the development of long-term implantable medical devices. Today, Invibio's PEEK-OPTIMA™ polymers are used in approximately 9 million implanted devices worldwide.

▶ www.invibio.com

