



Applications Specialist Europe Location : France (Preferred)

Spectrum Dynamics Medical is engaged in the development, manufacturing, sale and service of state-of-the-art nuclear medicine imaging systems.

We are spearheading the transformation of the Single Photon Emission Computed Tomography imaging systems from analog to *digital* detection technology, enabling hospitals and clinicians to provide superior healthcare services at much lower cost.

We launched the world first *digital* cardiac dedicated SPECT system – the D-SPECT® Cardio system – in 2007. Since then, the D-SPECT® has become the system of choice for functional cardiac imaging hundreds of systems sold worldwide. The D-SPECT® employs *digital* detectors made of Cadmium Zinc Telluride (“CZT”), which along with ingenious hardware design, proprietary software and proprietary algorithms, enables imaging of cardiac patients at unprecedented speed, at a low radiation dose, and with superior image quality. The D-SPECT® is a platform for next generation imaging, and therapy guiding cardiac applications.

Recently we launched its multi purpose SPECT and SPECT-CT systems – the Veriton® and the Veriton-CT® – the Veriton® systems employ *digital* CZT detectors mounted on 12 robotic arms arranged at 360° around the patient. They are integrated with innovative hardware and software design that enables users to image multiple organs (brain, thyroid, cardiac, lungs, bones etc.) at high speed, low radiation dose, and with significant improvement in image quality. The Veriton-CT® system includes a high speed, low dose, 16 or 64 slice CT, which is upgradable to 128 slices. The Veriton-CT® provides best in class combined functional and anatomic images.

Position Responsibilities

The incumbent will drive customer’s on-site training for assigned product base through the execution of university style curriculums and assessment processes based on order configuration. Responsible for providing hands-on didactic training at customer sites to physician and technologist audience. Drive customer satisfaction via clinical support and education.

- In partnership with customer, develop and administer training plans to fulfil clinical obligations that ensure customer competency and high promoter score.
- Coordinate the delivery of customer training with Service/Sales groups.
- Provide consultative support to customers in driving customer productivity thru the implementation of customer consultative projects.
- Become a recognized expert in product/clinical technical competencies, answer a wide range of questions concerning software and clinical applications.
- Support market growth initiatives (i.e. industry tradeshows, product demos, image quality collection, clinical show sites).
- Ability to demonstrate product expertise during clinical training and customer support.
- Work in a fast-paced environment providing clinical support in assigned products.
- Work closely with the Sales organization to clinically support our customers and potential sales.
- Answer a wide range of questions concerning software and clinical applications.
- Work with Sales and Service Organizations to coordinate training events at the assigned customer sites.
- Actively participate in the development of customer training tools and providing input in regard to relevant clinical tools needed for future products and services.

- Communicate all relevant customer information including product and customer opportunities, as well as customer dissatisfiers to Field Sales, Marketing, and Technical Support.
- Produce well-written comprehensive post-training reports and provide written product feedback to Sales, Service, Engineering and Management teams.
- Coordinate with customers and field engineer the timing and requirements for on-site applications training.
- Set up and complete customer pre-training calls to set expectations and drive customer readiness and engagement.
- Schedule weekly calls with other applications specialists to share best practices and product updates.
- Provide clinical feedback to product development team based on customer needs and issues discovered during on-site applications training.

Experiences, Knowledge, Skills and Abilities

- BS/BA, Associates or RT certification
- At least 3 years' experience in medical imaging devices (SPECT/CT) - mandatory
- 5 years' clinical experience
- 3 years of specific modality experience versed on latest product platform of modality
- Ability to travel worldwide up to 70% of the time.
- Ability to work with technologists, physicists, physicians, and to collaborate with the Spectrum Dynamics' R&D team, regulatory team, and all other relevant internal and external stakeholder groups.
- Very effective communication skills with all stakeholders
- Self-starter who is proactive with an outgoing personality
- Fluent French and English are mandatory, any additional language will be an asset

Please submit applications by email to HR@spectrum-dynamics.com