



## Job Description

**Job Title:** Clinical Specialist

### Summary:

The Clinical Specialist works under the direct guidance of an Area Sales Representative, Regional Manager, and or Director of Sales. The primary role of a Clinical Specialist is going into procedures to only provide product support during Spinal Cord Stimulation, Nerve Blocks, Cryo, RF, Lysis of Adhesions, Catheter Based, Nerve Block, Regional Anesthesia Blocks and other cases related to Epimed Product offerings. They will also support sales efforts and marketing.

### Essential Duties and Responsibilities - :

- Compiles lists of prospective customers for use as sales leads, based on information from newspapers, business directories, industry ads, trade shows, Internet Web-sites, and other sources.
- Travels throughout assigned territory to call on regular and/or prospective customers to solicit orders, or talks with customers on sales floor or by phone.
- Displays or demonstrates products, using samples or catalog, and emphasizes salable features.
- Quotes prices and credit terms and prepares sales contracts for orders obtained.
- Estimates date of delivery to customer, based on knowledge of the firm's production and delivery schedules.
- Prepares reports of business transactions and keeps expense accounts.
- Works with inside sales representatives to keep account activities and literature up to date.
- Works with marketing on development of sales literature.
- Coordinates customer training.
- Enters new customer data and other sales data for current customers into computer database.
- Develops and maintains relationships with purchasing contacts.
- Investigates and resolves customer problems with deliveries.
- Attends trade shows.

### Qualifications:

The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

#### ➤ **Education and/or Experience:**

Bachelor's degree (B.A.) from four-year college or university; or one to two years related clinical experience and/or training; or equivalent combination of education and clinical experience.