

Innovation begins here



We are an inclusive, highly collaborative company whose people support and drive our competitive advantage. Diversity and individuality are welcomed and celebrated, and we are looking for like-minded, passionate, focused people to join us. We know that people are our biggest and most important asset so we have worked hard to create a culture where you can come to work, be yourself and be successful. If you would like to be in part of a team that cares about developing business and improving customer experiences, then we would love to hear from you.

Role: Application Specialist Ultrasound

Healthcare Europe is looking for a clinical Application Specialist to support the sales team by demonstrating our products, supporting installations, and providing training and education on our products/applications to customers in order to achieve our sales goals.

Reporting line:

This position reports to the Sales Country Leader – UK

Key stakeholders & business partners:

- Sales Country Leader
- US Sales Team
- US Service Team
- Back Office Team

Responsibilities:

- *Demonstration Management: Perform high quality, high value product demonstrations and hand-over as required by Regional Sales Managers and in line with HCE policies and guidelines. Ensure that product features and specifications are understood so that the customer is able to appreciate the benefit of a HCE solution.*
- *Sales Support: Invest maximum time in the field to stay close to market expectations and by providing application support to our sales teams. Provide timely communication to users pre and post commissioning/ training to ensure full usage of our products. Maintain accurate customer and demonstration pre-set database.*

- *Support the team with the transfer and organization of content from the internal and external communication platforms (myHCE, mySPP) into the new FF platform.*
- *Market Research: Gather information on customer expectations and changing market needs as well as competitor activities and feed back to the Applications team and the Regional Sales Managers.*
- *Marketing Support: Implement local marketing plans to achieve growth targets and to support sales to maximise revenues and profit. Support clinical evaluations and communicate the result to management. Collect high quality clinical images (with approvals) and create presentation for marketing activities.*
- *External Relationships: Support the opinion leader network in region by engaging with Key Opinion Leaders (KOL), business associations and stakeholders in order to represent the company according to HCE values and strategic goals. Maintain relationship with KOL to increase share of voice. Provide professional support at congresses and workshops to best represent the company.*
- *Reporting: provide demo reports and contribute project related information into Salesforce to enable the successful transformation of opportunities into sales. Share information with manager, technical team and sales in order to maximise business knowledge of local markets. Give regular feedback on market, products, product quality and other relevant information (eg pricing) to ensure requirements are included in future product development processes.*
- *Compliance: adhere to FUJIFILM and COCIR codes as well as a focus on compliant collaborations with Healthcare professionals (HCP).*
- *Quality Management: ensure execution of HCE and country specific business processes in line with internal expectations as well as ISO 9001 and ISO 13485 regulations.*

Required Skills and Experiences:

- *Medical experience as a medical practitioner, nurse, MTA, MRTA.*
- *At least 2 years of experience in Ultrasound in a global medical device or healthcare related*

company.

- *Excellent PC and networking skills, and sound knowledge of MS Office; SAP skills are an asset*
- *Strong service mentality and customer orientation*
- *Excellent communication skills communication (spoken and written) in English, knowledge of other languages is an asset*
- *Strong intercultural competence and personal initiative*
- *Methodical problem-solving skills and a process-oriented work attitude*
- *Attention to detail.*
- *Able to set up priorities.*
- *Able to multitask.*
- *Hands-on*
- *Responsible*

We are an equal opportunity employer and welcome all applicants for employment without attention to race, colour, religion, sex, sexual orientation, gender identity, national origin, or disability status. At FUJIFILM Healthcare Europe we are proud of our culture which favours diverse thinking, encourages collaboration, and insists on respect and integrity. We aspire to create an energetic, dedicated, and enjoyable work environment for all and hope you will consider joining us!

Did we spark your interest?

Email us at hr.careers_hce@fujifilm.com