

Join the Adventure to Advance Women's Healthcare!

Position: Clinical Application Specialist

Aspivix is a mission-driven, women's healthcare company based in Lausanne, Switzerland dedicated to bringing modern medical devices to gynecology. Aspivix is global, fast-paced and run by an accomplished team who are passionate about making a dent in gynecology.

About the role...

As a Clinical Application Specialist, you will be part of our growing Global Sales Team. You will be the main interface between Aspivix and the following key stakeholders: Clinicians, Distributors, and Sales teams. You will:

- Actively support sales activities by delivering product demonstrations, product trainings, product presentations to sales teams and distributors (in-person/online).
- Train, educate and support customers (clinicians) to ensure product adoption by delivering product demonstrations, product trainings, as well as support procedures as needed.
- Be responsible for educational content development as well as for planning and organizing product trainings for sales teams & distributors.
- Be the point of contact for and manage questions coming from the field (sales teams & customers)
- Propose and develop new content and materials to train and educate employees, sales & distribution partners as well as end users (physicians, nurses, midwives), based on feedback from sales teams and customers.
- Keep abreast of what is happening in the field of gynecology by participating in educational programs, continuing medical education, webinars.
- Support Aspivix at internal and external events such as medical conferences, exhibitions, regional or national training events.
- Support implementation of clinical studies designed to substantiate product claims thus drive successful market adoption
- Leverage scientific publications and best practices to educate clinicians about the clinical value of the Aspivix's device to accelerate adoption
- Support the Product Management team by collecting feedback regarding product ideas and /or requirements.

About you...

You are definitely a match if you...

- Have a Bachelor's or Master's Degree in Medicine, Midwifery, Nursing, or equivalent in the medical field.
- Have a clinical background with at least 2+ years of experience as a caregiver.
- Have experience with IUD insertion, family planning and/or reproductive health is a plus.

- Have prior sales/clinical support experience (preferred), ideally in women's healthcare is a plus.
- Have experience in education or research is preferred, with direct experience in customer interactions and presentations
- Have a consistent record of successfully supporting similar products would be an advantage
- Are located in Switzerland or nearby and are willing to travel up to 60% (in Europe)
- Are fluent in English, and German. French is a plus.
- Are rigorous and disciplined to follow and support each customer and sale
- Have a positive, candid and a can-do attitude
- Have exceptional interpersonal and customer service skills
- Are PC literate (proficiency with word processing and spreadsheet software).
- Have excellent organizational skills
- Have excellent written and verbal communication skills
- Have worked for small or scale up companies in a similar role and were part of the team implementing field clinical support.
- Interested to be an integral part of an innovative, fast-paced clinical & business development team

About the offer...

- Opportunity to make meaningful impact to advance women's health
- Flat hierarchy, short decision-making processes, interdisciplinary collaboration
- Versatility to contribute and develop your skills in an agile company

If this sounds like you then what are you waiting for!

Should you want to contribute to a highly motivated and passionate team, with a lot of space for your own initiatives, send your complete application to jobs@aspivix.com

Andrea Albornoz

Head of Global Marketing & Sales

Aspivix SA, is an equal opportunity employer committed to diversity. Each recruitment decision we make is based solely on the candidates' knowledge, experience and skills.

