



Clinical Sales Engineer will have responsibility for providing technical support to the sales force during the sales process country wide and will participate directly in sales presentations and demonstrations where a specialized level of technical competency is required. Under the direction of the Sales manager and Sales Director, serves as the expert for product technology and functionality.

**Job Responsibilities:**

- Serve as the product, system and technology expert on all POC/Biomedical equipment. Understand how systems interrelate both within the operating room and with other departments within the hospital environment.
- Develop and maintain a thorough understanding of our software-based clinical workflow solutions and be able to effectively communicate the benefits to a diverse group of end-users and stakeholders; with particular attention to navigating hospital IT departments to gain acceptance of our solutions.
- Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel as needed.
- Under the direction of the Sales Director, National Sales Manager, coordinates all aspects of the technical selling process prior to sales closure; assures a seamless transition to Project Management following the sales process.
- On an as needed basis, will establish new accounts and service accounts by identifying potential customers; planning and organizing sales call schedule in collaboration with the sales force.
- Support the sales process through the preparation and presentation of technical information to the sales force or to hospital end-users.
- Support the development of sales training programs and materials as well as dissemination of technical information.
- Partners with the customer to develop functionality requirements for POC/Biomed equipment deliverables that will establish the basis, guidelines and definition for the project; continue to coordinate the project definition through its refinement process to sign off.

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- Contributes to sales engineering/ product specialist effectiveness by identifying short-term and long-range issues that must be addressed; recommending options and courses of action; implementing directives.
- Support convention activity as required.
- Develops competency to serve as a source for competitive technology identification and assessment.
- Develops professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Be obsessive about our customers, understand their business and how our products can help them achieve their goals
- Be comfortable dealing with different customers in different situations – each of our customers is unique and requires a tailored approach to address their challenges
- Bridge unique blend of business, social, and technical acumen
- Communicate clearly and effectively, with customers and team members
- Deal with new people and quickly form trusting working relationships
- Serve as trusted technical resource, developing intimate knowledge of customer operations
- Stay current on market trends and customer insights to support new product development efforts and commercial strategies

**Key Job Factors:**

- Level of accountability: Generally Independent
- Level of decision making: Specialized Tasks
- Has contact with internal and external sales staff, end users, occasional executives
- Physical Requirements: Considerable Mental and Physical Effort
- Travel: Up to 40% percent local travel; up to 60% travel with overnight stays

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**Qualifications:**

- A minimum education level of a bachelor's degree in Biomedical engineering/clinical engineering with five years of work experience; specific experience with medical device sales or healthcare IT experience required
- Knowledge of POC/Biomed equipment systems, computer-based systems. Special emphasis placed on how these devices are and would be used in the hospital environment
- Understanding of computer networking and LIS/HIS systems used in the hospital
- Excellent written and verbal communication skills with all levels of staff within the hospital setting with special emphasis on the ability to communicate technical details to the layperson
- Ability to work with cross-functional teams and divisions, colleagues and customers
- Ability to analyze, interpret and communicate to team members technical documents, RFPs (request for proposals) government proposals, market reports and business trend analysis
- Ability to anticipate / handle multiple priorities and complex issues.
- Ability to manage large complex projects
- Maintains a high standard of ethics, professionalism and competency.
- Knowledge of selling process and the components to build maintain customer loyalty
- Preparation, presentation and closing skills to include direct sales and/or team selling approach.
- Strong organizational skills. Territory management, account assessment, and relationship development. Analytical with financial orientation applicable to contract proposals and profitability, budget, and expense management.
- Ability to develop markets for new technology and new medical practices.
- Excellent communication skills and interpersonal interaction required.

Kindly submit your applications to [customercare2@tarahealthcare.com](mailto:customercare2@tarahealthcare.com)

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