

## Congenital Therapy Development Specialist.

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Company: Medtronic

Location: Brussels

Category: other-general

### Careers that Change Lives

Structural Heart (SH) is a business unit that provides minimally invasive treatment for cardiac valves disease and is one of Medtronic's Cardiovascular Portfolio business areas that is expected to continue to grow rapidly in the future. Within Structural Heart business unit, Congenital Therapies represent a minimally invasive option to patients suffering Congenital Heart Disease (CHD), a life-threatening condition affecting thousands of children and young adults in Europe. Supported by an increasing set of clinical evidence, the therapy is expected to grow with indications expanding to a growing number of patients and new devices to come.

Your role is to provide therapy consultancy and sales support to ensure safe adoption and growth of the Medtronic Congenital Therapies systems and technologies. You work closely with the implanting physicians and the Medtronic SH field organizations to drive procedural success. We expect you to achieve sales revenue targets and grow market share for a specified geography by promoting, selling, and servicing Medtronic Melody, Harmony and related Congenital products, while ensuring safe adoption and growth. In addition, you develop and implements strategies for market development. You practice good territory management with strong organization, administration and expense planning and control. You work as a partner and resource to the SH field organization and cross-functional teams, including Medical Education, Marketing, Market Development, Research and Development.

You will report to the Sales Manager, your region will be **Benelux and Nordic**.

## **A Day in the Life**

### **Therapy Consultancy:**

- Primary focus of the role is to provide excellent therapy consultancy and education to our CHD implanters for Transcatheter Pulmonary Valve Replacement (TPVR) procedure and products, including assistance in valve loading, and providing procedural case support consistent with the instructions for use. Provide support to help sites achieve procedural success and for the safe growth of Melody and Harmony products, and additional Congenital products as necessary (surgical conduits: Contegra).
- Educate and train CHD implanters and relevant hospital staff on the appropriate use of Medtronic Congenital products. Promote that all Medtronic best practice guidelines are followed, and best clinical outcomes for patients are achieved, whilst enhancing Medtronic's reputation in the Market.
- Develop and maintain a deep and comprehensive knowledge of the products in the CHD portfolio.
- Stay up to date with the latest clinical data and relevant publications. Able to promote the Medtronic CHD therapy by using this clinical evidence and having meaningful conversations with the implanting teams on clinical topics.
- Work collaboratively with the other Congenital TDSs in the Western Europe region, offering help and ensuring cases coverage also in other countries when/if needed.

### **Sales support:**

- Have direct sales responsibilities for your region/territory for Congenital Therapies product lines, achieve the agreed territory sales targets, stay focused on sales and market share growth.
- Develop and execute strategies and plans to achieve/exceed sales quota for commercial cases. Maintain and expand existing business and develop new business opportunities.
- Work independently and proactively to achieve the sales targets assigned, and constantly share those achievements with leadership.
- Recognize and understand competitive products, industry trends, and SH portfolio. Communicate market intelligence/competitor activity promptly, including potential sales leads, and information regarding product price or accounts' activity.
- Monitor asset management of consignment and all other stock levels according to customers' needs. Responsible for trunk stock and/or consignments at sites, and for return of product.

- Develop and maintain accurate account and territory records.
- Responsible for forecasting implants at sites and obtaining billing POs for each case.
- Report device complaints according to Medtronic Product Experience Reporting standards.

### **Therapy and Market Development, KOLs management, cross-functional support:**

- Collaborate with your manager to put in place Therapy Development activities, initiatives and projects, in order to help HCPs to constantly improve clinical practice and clinical outcomes of the patients treated with Medtronic Congenital technologies.
- Collaborate with your manager to put in place Market Development projects and strategies, in order to drive and increase TPVR therapy adoption and access.
- Manage closely and continuously the Congenital Key Opinion Leaders in your territory. Travel and visit them frequently to build strong and long-lasting relationships. Ensure they have always access to the latest clinical data, and are always informed on new therapy insights. Support and prepare them to be faculty in trainings, events and congress, if requested.
- Identify, establish and maintain productive working relationships with hospital key decision makers, customers and their staff, administrative and non-clinical staff.
- Collaborate with the CHD Marketing team by providing feedback and insights from the field (bottom-up), and by executing the Marketing campaigns (top-down).
- Collaborate with the Medical Education team by ensuring the CHD customers receive the highest standard of therapy education and trainings existing in the marketplace, and by facilitating their attendance.
- Attend the major congresses and events (Proctor meetings and others) in the Congenital space, at both European and country level.

### **Must Haves**

- Bachelor or Master degree, preferably in scientific subjects
- 3+ year's sales experience in Medical Device industry and/or Pharmaceutical industry, preferably in Interventional Cardiology or Interventional Radiology
- Flexibility and ability to travel up to 3 days per week
- Already residing in Belgium, the Netherlands, Denmark, Norway or Sweden
- Fluent in English
- Driving License

### **Physical requirements**

- Hearing, sight and speaking ability

- Ability to use computers and CT Scan reconstruction programs
- Ability to travel extensively by car and plane
- Wear lead apron for long periods of time (1-2 hrs/day on average)
- Good visual acuity (a measure of the eye's ability to distinguish shapes and details of objects at a given distance), good eyesight
- Ability to work in Cath Labs or ORs with radiation exposure

### **Nice to Haves**

- Previous experience in Transcatheter Heart Valve Therapies, ideally in the Congenital space
- Previous Cardiovascular/Cardiology/Interventional/Cardiac Surgery experience
- Previous experience in supporting cases in Cath-Labs and/or ORs, and training HCPs
- Experience in Medical Imaging interpretation (Echocardiography, CT Scan, Angiography)
- Expertise with Microsoft Outlook, Excel, Word and PowerPoint
- Attitude to work independently
- Influencing and decision-making skills
- Presentation, communication and negotiation skills
- Proactive, team-work and problem-solving oriented attitude
- Project management skills with experience in coordinating programs
- Experience with Marketing and/or Market Development
- Knowledge of the healthcare system, hospitals & medical background

### **We Offer**

We offer a competitive salary and benefits package to all our employees:

- Flexible working environment
- Annual Incentive Plan % depending on company results.
- Pension scheme and group discount on healthcare insurance
- Training possibilities via Cornerstone/Skills Lab
- Employee Assistance Program and Recognize! (our global recognition program)

### **Our Commitment**

Our unwavering commitment to inclusion, diversity, and equity (ID&E) means zero barriers to opportunity within Medtronic and a culture where all employees belong, are respected, and feel valued for who they are and the life experiences they contribute. We know equity starts beyond our workplace, and we must play a role in addressing systemic inequities in our communities if we hope to have long-term sustainable impact. Anchored in our Mission, we

continue to drive ID&E forward both to enhance the well-being of Medtronic employees and to accelerate innovation that brings our lifesaving technologies to more people in more places around the world.

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