



Atlantic Therapeutics is a growing organisation with an exciting product that changes people's lives. We are building a team of people with the belief, passion and expertise to make our business a success and positively influence our customer's quality of life. Our vision is to enable millions of people each year to restore their pelvic floor, and thereby restore their control, confidence and active lifestyle.

**Job Title                      Clinical Sales Manager**

This role will play an integral part in delivering the budgeted sales volumes for the French market through medical education and sales call activity (where relevant) with Health Care Practitioners nationwide (Gyn, Uro, GPs, Mid-Wives).

**What's important:**

- A track record of achieving monthly, quarterly and annual target volumes and revenues in line with budgets
- Develop key clinical contacts and build strong relationships with centres of excellence and high potential private or public hospitals, focused on the treatment of urinary incontinence, in order to generate prescriptions.
- Passion for our product and the solution it provides to patients, and the commitment and energy necessary to grow our business in France.
- Fluent English, both verbal and written.

**The day to day:**

- In conjunction with AT management drive local implementation of commercial/market strategies, aligned with our global strategic goals and objectives, to deliver on French growth projections.
- Achievement of educational plan to drive revenue and profit targets as per business plan.
- Develop regular medical & clinical contacts / relationships with HCPs by:
  - Planning & organizing medical education and product presentations with HCPs (Gyn, Uro, GPs, Mid-Wives) through e-detailing, e-learning, phone detailing, webinars etc. (40% of activity) React rapidly to generated leads, following up efficiently and appropriately.
  - Planning & organizing medical sales calls / product education/presentations to HCPs (Gyn, Uro, GPs, Mid-Wives) through F2F meetings , group product presentations in private / hospital practice etc. (30% of activity)
  - Build strong relationships with KOL's in private practice and/or public hospitals, focused on the treatment of urinary incontinence, in order to generate prescriptions. (10% of activity)
  - Organise national medical events such as medical workshops, round tables, staff meetings, PR events directed at HCPs etc. (10% of activity)
  - Participate at local and national medical congresses etc. (10% of activity)
- Provide medical information to HCPs about Innovo®, its approved usage and medical claims in respect of laws, ethical and appropriate usage.
- Build deep relationships and a partnership approach with key private and public HCP specialists / clinic/hospital sites focused on the management of SUI patients to maximize prescription conversion effectiveness.



- Work with the marketing team to ensure the support tools required to build these relationships are available.
- Work with our marketing resources to develop, manage and deliver strategies to support high quality clinician engagement and technology adoption including workshops, webinars, breakfast/lunch meetings, round table discussions, etc.
- Attendance at conferences/trade fairs/congresses/ education events etc. across the medical and consumer channels as required. This will require national travel and may require some work outside normal working hours.
- Accurate reporting of daily, weekly, monthly activity
- Proactive in reporting market information that may impact on the business (e.g. new channel opportunities, competitor activity, care pathway change, etc) and proposition of development of action plans to maximize opportunity or minimize negative impact.
- In accordance with internal procedure, report all notifications of materio-vigilance, quality issues and product complaints received from HCP's according to French laws and regulations
- Efficiently manage budget to maximise return on investment.
- Identification of key growth development barriers and challenges, with corresponding solution driven guidance to AT management on how these can be overcome to ensure success
- In collaboration with CRO or health authorities and internally with our Quality & Regulatory department, to collect data to produce local case studies which can be utilised.

#### **Where you've come from:**

You should have a degree and/or a medical qualification (mid-wife / biology) and approximately 7-years' experience). A scientific background is certainly a plus needed. You will ideally be familiar with the gynecology/ urology sector and have uro-gynaecology market sales experience within the medical devices / pharmaceutical prescription sector.

#### **Who you are:**

A Clinical/Medical Sales professional (with a Diploma of "Visite Medicale") and/or previous clinical, medical education and/or sales promotion experience to HCPs and KOL's.

Business & performance focused with ability to react quickly.

Good Microsoft Office skills.

Comfortable with travel nationwide, to visit our prescriber base and potential new prescribers.

A Hard-worker, self-starter and achiever.

Innovative and a creative problem solver.

Energetic and driven with a can-do attitude.

Organised and systematic.

Professional demeanour and approach.

Works effectively under pressure.

Deals with objections effectively and is solution oriented.

Excellent verbal and written communication skills.

Strong relationship builder.



**How you work:**

We have created a list of competencies that are required at different levels, for every role within our Company:

<b>COMPETENCY</b>	<b>ADVANCED/INTERMEDIATE/BASIC</b>
Communication	Advanced
Interpersonal skills	Advanced
Adaptability/Flexibility	Intermediate
Accomplishments/Results Orientation	Advanced
Attention to Detail	Intermediate
Customer Service Orientation	Advanced
Sales Orientation	Advanced
Decision Making, Problem Solving & Judgement	Intermediate
Initiative & Innovation	Advanced
Leadership	Intermediate
Planning & Organisation	Advanced
Pressure Tolerance & Resilience	Advanced
Supervising & Developing Others	Basic
Teamwork/Working with Others	Advanced