

Our client is an **innovative medical device company**. The company develops and manufactures a breakthrough solution that improves **patient care**.

The company commercializes its devices in **European hospitals** and targets a global business development.

To ensure the growth of our client, we are looking for a:

Clinical Sales Specialist – Europe (M/F)

RESPONSIBILITIES

As a **Clinical Sales Specialist**, you support existing equipment in the assigned region, drive sales through appointments, presentations, and events, build strong customer relationships, and execute the clinical sales plan to maximize equipment use and assist in clinical trials as needed.

Your main responsibilities are:

- Represent the product to stakeholders, emphasizing its value and supporting program development in the assigned territory.
- Train physician teams and provide onsite support during clinical trials and procedures.
- Implement tailored utilization plans to optimize product use and ensure hospital teams achieve independence.
- Build strong customer relationships through training and ensure providers are equipped for effective use.
- Support regional events to promote product awareness and adoption.
- Collect market insights to refine strategies, address challenges, and propose product enhancements.
- Manage reporting, expenses, and ensure regulatory compliance across all activities.
- Build trust with healthcare providers by offering guidance during procedures and acting as a partner.

PROFILE

- You hold a Bachelor's degree in **Sciences, Engineering**, or have equivalent experience.
- You have **0–3+ years** of sales experience in medical products, with knowledge of cancer surgery, diagnostics, or pathology preferred.
- You demonstrate strong **organizational** skills, able to meet deadlines and adapt to demanding schedules.

- You excel in interpersonal and communication skills, building relationships with clinicians and hospital teams. You are **solution-oriented, proactive**, and thrive in collaborative, reactive environments.
- You are familiar with operating room settings and have experience in medical device support or training (preferred).
- You embrace a start-up/scale-up mindset, contributing to market entry or product launches.
- You are willing to travel up to **80%** and are fluent in **English** and relevant local languages

OFFER

- A challenging and diversified position within a **high-potential fast-growing innovative medical device company**.
- The opportunity to participate in the development of the company.
- To work in a **human size**, dynamic, respectful, and professional environment.
- **International** exposure, with learning and development opportunities.
- An attractive compensation package in line with the position responsibilities and your experience.

INTERESTED ?

Please send your CV together with an adapted cover letter via recruitment@pahrtners.be.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN
STRICTLY CONFIDENTIAL.