



Clinical Specialist

Cagent Vascular is an early commercial-stage medical device company in Wayne, PA. Their product, the Serranator PTA Serration Balloon Catheter, is the first and only serrated angioplasty balloon for the treatment of peripheral artery disease. The product is commercially available in the US and Europe for the treatment of above-the-knee and below-the-knee disease. Cagent Vascular is rapidly expanding its commercial organization and is looking for high-energy and results driven individuals with strong track records of success to join our team.

Education: BA/BS or Technical Degree Required

Experience/Qualifications/Requirements:

- 5+ years of Endovascular medical device sales in balloon catheters, stents, atherectomy and other related technologies and/or deep experience working for a hospital in a Cathlab or OR
- Established relationships with local physicians and Key Opinion Leaders (KOL) in the fields of Vascular Surgery, Interventional Cardiology and Interventional radiology
- Experience providing case support to for endovascular therapies
- Ability to meet and exceed the assigned sales plan on a quarterly and annual basis.
- Capable of working closely with Territory Manager to support clinical cases in established territory
- Highly motivated to travel and schedule case support
- Must not be debarred by FDA for work in any Medical Device business
- Proficient in using MS Office Suite

General Responsibilities:

- Provide training to physicians on use of Serranator technology
- Promote Serranator brand messaging and value proposition to physicians and hospital administrators
- Support Territory Manager in case coverage and territory expansion
- Educate / train customers on proper clinical usage of Serranator through case study examples and other marketing materials provided by Cagent Vascular
- Attend cases to advise physicians on product usage and gain insight into Cathlab and OR operations
- Meet and exceed sales objectives for the territory
- Partner with other Cagent functional areas to deliver on Company goals
- Identify new customer opportunities within existing accounts to grow the business
- Penetrate deep into accounts supporting multiple specialty areas within the hospital
- Demonstrate in-depth product knowledge, and ability to speak clinically to physicians at a high level
- Complete and processes timely reports including but not limited to case report forms, expense reports, and other reports requested by Company from time to time
- Represent Company with highest standards of business practices
- Comply with all corporate compliance, FDA, medical device, quality standards and ethics.
- Maintain compliance at all times with Cagent Vascular Quality Management Systems including timely completion of technical reports, protocols, CAPAs, Expense Reports, maintenance of all Cagent related files on Egnyte.

Apply Now!

CagentVascular.com/careers