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Senior Field Clinical Specialist (Pomeranian Voivodeship)

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Company: Align Technology

Location: Poland

Category: architecture-and-engineering

About this opportunity

As a Clinical Specialist - field based, you will be the first point of contact for dentists and orthodontists in your region (Pomeranian Voivodeship) and be responsible for clinical education, communication, and support of both external and internal customers. Your mission is to provide customers the best clinical education and help them to become expert on Invisalign technique, increasing their clinical confidence. You will be travelling around the designated area to visit doctors in their clinical practices to improve their knowledge about the Invisalign technic. You will be field based in the area of Pomeranian Voivodeship (Trójmiasto). In this role, you will... Drive growth and build clinical confidence of customers through education on Align's clinical protocols and ClinCheck software program as well as clinical troubleshooting Provide medical expertise, training and guidance to marketing and commercial teams and ensure they have sufficient clinical knowledge and information regarding the company's products Investigate and Analyse Clinical-related customer inquiries, complaints, and adverse events Drive and accelerate clinical confidence for selected groups of doctors via specifically designed educational programs in close coordination with customer support and sales team Provide clinical support & education to orthodontists, dentists in private clinics as well as might do within DSO organizations and Universities Develop peer-to-peer relationships with HCP's, teaching them treatment planning and new digital workflows within our ADP Work cross-functionally to execute & coordinate Align educational programs and supports the achievement of predefined business goals Contribute independently. May contribute through others on key projects Work closely with the sales team to

achieve business objectives for the assigned territory Independently Plan visits & group sessions independently and timely based on BR's with general supervision and alignment with the sales team. Recommends new approaches and seeks for opportunities to enhance HCP's learning curve and digital workflows adoption Conduct field visits independently at least 70% of the time In this role, you'll need ... Bachelor's degree in dentistry (DDS, DMD or equivalent), Dental Hygienist or Dental Technologist 4-6 years of directly related experience Native Polish speaker Fluent in English High time management and communication skills Be based in Gdańsk/Gdynia/Sopot area To be willing to travel up to 70% of your time in the area of Pomeranian Voivodeship (Trójmiasto).

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