

## Job Title **Field Sales Trainer**

### Job Description

The Field Sales Trainer's mission is to train and provide technical and clinical support to users on the use of Robocath products. He or she accompanies customers during product use and ensures that all Robocath's recommendations listed in the User Documentation are properly applied. He or she also intervenes to detect and report to the customer relationship-involved directions.

Present the equipment developed by the company and provide technical support to the sales force:

- ✓ Organize, plan, and ensure training on products, instruments, and materials developed by the company by disseminating information to product users and colleagues
- ✓ Represent the company at specific events and occasions (congresses, fairs, etc.)
- ✓ Develop training/demonstration/use materials for product users and colleagues
- ✓ Responsible for quality training and opening processes of centers
- ✓ Ensure proper feedback of user information (satisfaction, complaints, suggestions for improvement) to the relevant departments (Quality Department, Marketing Department)
- ✓ Provide clinical support to users

In the context of their mission, the Field Sales Trainer can support the preparation and proper conduct of clinical investigations:

- ✓ Participate in the development of e-CRF in the context of clinical investigations
- ✓ Take part in the e-CRF test campaign once established
- ✓ Ensure completion of e-CRF by centers and consistency of data reported by centers.

Type	Permanent contract
Salary Range	From €50.000 to €55.000
Bonus	20% target bonus
Desired Start Date	As soon as possible
Job Location	Rouen
Business Trips Frequency	Field-based

Required Profile & Desired Level of Education	<p>Master's degree (Engineering degree or Master's in Health).</p> <p>Minimum of 5 years of experience in a similar role.</p> <p>In-depth knowledge of product technical characteristics and their use in a medical setting.</p> <p>Expertise in interventional cardiology, particularly in coronary angioplasty.</p> <p>Strong knowledge of the regulatory environment in the healthcare industry.</p> <p>Fluent in English, C2 level of the Common European Framework of Reference for Languages.</p>
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### ABOUT ROBOCATH

Founded in 2009 by Dr. Philippe Bencteux, Robocath designs, develops, and markets robotic assistance solutions dedicated to the treatment of cardiovascular diseases. A player in the robotic transformation of the medical sector, these developments aim to increase the gesture performed thanks to precise technologies that are complementary to current interventional methods.

R-One™ is the first robotic solution developed by Robocath. R-One integrates a bionic, unique and proprietary technology to secure and optimize coronary angioplasty with robotic assistance. This medical procedure consists of revascularizing the heart muscle through the implantation of one or more implants (stents) in the arteries that irrigate it. An operation of this type is performed every 30 seconds worldwide. R-One is designed to intervene with precision and perform very specific procedures, all in an improved work environment. Thanks to its open architecture, R-One is compatible with most coronary angioplasty devices and catheterization rooms.

In a prospective, controlled, and randomized pre-clinical study, the efficacy and safety of R-One was demonstrated with a 100% technical success rate and no major adverse cardiovascular events (MACE). The device was CE marked in February 2019 and its clinical application started in September 2019. The solution is now present in Europe and Africa.

Ultimately, Robocath ambitions to become the world leader in vascular robotics and to develop remote vascular emergency management (VEM) to ensure the best care path for all. Based in Rouen, France, Robocath has more than 70 employees.