



HR One Group
Henkelsite
Persilstraat 51 bus 01
3020 Herent - Belgium

tel. +32 16 29 78 31
fax +32 16 62 30 13

www.hronegroup.com

Erkenningsnummer
VG. 1690/BO B-AB10.018.

CLINICAL SALES SPECIALIST (CSS) UKI, NORDICS, BENELUX & GERMANY

Sofie Paeps

Managing Director
0032.478.93.15.11

sofie.paeps@hronegroup.com

Mathieu Staes

Business Development Manager
0032.478.62.63.15

mathieu.staes@hronegroup.com

JOB DESCRIPTION

The Clinical Sales Specialist will support the installed base of Histolog Scanners within the designated territory, driving future sales by arranging appointments, delivering presentations, and organizing conferences. Building and maintaining strong relationships with clinicians and customers is a core aspect of this role. Additionally, the Clinical Sales Specialist will implement the clinical sales plan set by sales & clinical leadership to maximize Histolog Scanner utilization across key indications in the region and support clinical trials where needed. As the company is a start up/scale up, flexibility is essential for candidates in this position. The ultimate goal is to gradually focus the geographic coverage area as the company grows.

RESPONSIBILITIES

Product Representation and Support for commercial and clinical activities

- Represent the Histolog Scanner to all stakeholders, highlighting its unique value and applications.
- Be a knowledgeable resource on Intraoperative Margin Assessment and support the development of Histolog Scanner programs in the assigned territory.
- Lead training sessions for physician teams, facilitating OR integration and guiding them on optimal use cases for the Histolog Scanner.
- Provide onsite case support in clinical trials and commercial settings, offering guidance to healthcare providers (HCPs).

Sales Strategy and Utilization:

- Implement the clinical sales plan to drive the utilization of the Histolog Scanner.
- Develop a utilization plan for each hospital team, ensuring independent scanner usage within an appropriate time frame based on their volume and scanner access.
- Collaborate with surgical and pathology teams to review and select cases to ensure consistent, effective usage.
- Drive the expansion of the user base by working with hospital staff and physician thought leaders to develop a lead funnel, with senior-level interactions supported by the ASD.

Customer Engagement and Training:

- Manage and nurture customer relationships to foster trust and ensure satisfaction.
- Conduct training and educational sessions for internal team members, external representatives, and HCPs, ensuring they are well-equipped to use the device.
- Support sales and marketing events within the region that promote awareness and adoption of the Histolog Scanner.





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Feedback and Product Evolution:

- Gather market feedback and report insights to inform sales strategy and product positioning.
- Propose product positioning improvements and collaborate on developing creative, practical solutions to customer challenges.
- Monitor site performance and outcomes, collecting information on product issues and deficiencies and reporting them via company systems.

Administrative and Compliance Responsibilities:

- Manage administrative tasks, including sales and procedure reporting, expense report submissions, and documentation of sales activities.
- Maintain compliance with regulatory guidelines, internal procedures, and any post-market requirements to ensure best practices.
- Support cross-functional and core team collaboration to achieve shared objectives.

Relationship Management:

- Build credibility and strong relationships with HCPs, acting as a partner and advocate.
- Serve as a resource for surgical and pathology teams, providing practical guidance and real-time insights during procedures.
- Work closely with key hospital staff and KOLs to develop a qualified lead funnel and support product integration and adoption.

REQUIREMENTS

- A Bachelor's degree or equivalent experience is required.
- 3-5+ years of sales experience in medical products, with expertise in cancer surgery, diagnostics, pathology, or similar fields preferred.
- Proven success in sales support or direct sales in the healthcare industry.
- Strong organizational skills with the ability to plan and meet deadlines, while maintaining flexibility to accommodate executive management demands. Hours may be long and irregular.
- Exceptional interpersonal and communication skills, with a keen ability to build and maintain relationships with hospital management, clinicians, and executive teams.
- Ability to thrive in a reactive environment and collaborate effectively within a small, dedicated team.
- Solution-oriented, proactive, and focused on achieving objectives.
- Fluency in English and local languages as required.
- Familiarity with the Operating Room environment and experience in medical device support and training is preferred.
- Experience in start-up environments and market entry sales or product launches, would be great but not a must, - the company is not a major MedTech company yet, hence understanding of the start-up/scale-up mentality is a plus.
- Capital equipment sales experience is a plus.
- Ability to travel up to 60%, dependent upon account distribution.

