
Clinical Application Specialist – Beijing

Position Overview:

The Clinical Applications Specialist (CAS) is responsible for product training and application support during web session or hospital on-site sessions, as well as trouble shooting, software installation and upgradation for customer sites. The CAS works very closely with Circle's Sales Specialists who are charged with developing account relationships and deployment of Circle sales strategies to acquire new hospitals customers or sell additional licenses into our existing base, hospitals or MRI clinics. Additionally, the CAS supports the Sales Specialists who are responsible for deploying corporate resources for solutions selling, to help our customers achieve their CMR, CT or Structural Heart market objectives, through our comprehensive product platforms and service offerings. The CAS will support the sales specialist during the early part of the sales cycle and after the sales closing with product demonstrations, installations and customer follow up.

Please note: This position is seeking for candidates located in Beijing.

General Responsibilities:

- Product training to customers and business partners
- SHD lead on business-to-business account management
- Pre-sales product demonstrations online, at congresses and on-site at hospitals
- Establishing and managing customer relationships
- Supporting educational partnerships with key-opinion leaders and training centers
- Acquire good product knowledge and keeping up-to-date with developments in the cardiac imaging field
- Setting up documentation for pre or post customer training, such as quick guides, presentations, tutorials, turning customer into power-users, etc.
- Provide customer feedback to the development team
- Documentation of all customer contacts via Circle's CRM platform, SFDC
- Remote installation and configuration of Circle software, on-site visits as necessary and or in conjunction with Circle's IT Sales Support team
- Remote technical support to solve customer questions

Required Skills/Experience:

- A strong background in medical Imaging. Experience with cardiac MRI, CT, and structural heart post-processing applications
- Excellent communication skills and ability to teach
- Pro-active, outgoing personality with excellent communication skills
- Customer friendly and problem solving oriented, representative and responsible
- Committed and showing initiative
- Ability to work in both a team environment and independently
- Ability to travel ~50%

Preferred Skills/Experience:

- Previous experience with Circle's products is considered as an asset
- Experience with cardiac MRI, CT, and structural heart post-processing applications is an asset

Educational Requirements:

- BSc, or MSc in Medical related field



About Circle Cardiovascular Imaging Inc.

Circle Cardiovascular Imaging Inc. is a Calgary-based software development company that develops and sells cardiac post-processing software that allows for the evaluation and analysis of MR and CT images. Available for clinical and research use, the stand-alone software provides full DICOM and PACS connectivity.

Circle operates worldwide and its products (cvi42, cmr42, ct42, and report42) have been approved for the Canadian, American, Australian, and European markets. Circle's goal is to contribute to quality in cardiovascular imaging and research, while maximizing the achievable benefit for patients by enabling healthcare providers to accurately and effectively analyze cardiovascular images.

How to apply:

While we thank all those who apply, however please note that we will only be contacting those selected for an interview. No phone calls or unsolicited agency referrals please.

Please send your resume with cover letter to the attention of Human Resources at the following address or apply on our website:

Email: hr@circlevi.com

Fax: +1 403 338 1895

Mail: **Circle Cardiovascular Imaging Inc.**

1100, 800 5th Avenue SW

Calgary AB T2P 3T6

Canada