
Professional Development Manager

Position Overview:

The main objectives of the Professional Development Manager are to provide training and development for all activities related to the professional development of “customer engaging” team members globally. This includes but is not limited to field-based Sales Account Executives, Clinical Applications Specialists, Marketing Team Members, the Customer Success Team and IT Support Team members.

The scope of this role includes the support of ‘Circle University’ courses and curriculum. Coordinating remote training modules and workshops to foster technical and clinical excellence of the field staff, coupled with assessment of field team members knowledge, skills and competencies. The training and support of the competency based professional development plans are integral to this role. Ongoing, monitoring, and evaluation of the team members progress within those self-directed learning plans with remedial intervention as required.

The Professional Development Manager reports to the Director, Global Professional Development.

Please note: The position is based out of the United States and is seeking candidates within the continental United States.

General Responsibilities:

- Support ongoing competency development by holding bi-weekly meetings as needed for sales leadership, field sales and applications staff to respond to needs in the field with respect to software feedback.
- Plan, organize and provide competency-based training plans for field sales & applications team members including annual product release training and new team member training.
- Support curriculum and annual education & training schedules with supporting documents to include:
 - Hands-on module training
 - Workshops on topics such as Tough Objections, Competitive Selling workshops
 - Assisting in updating the Circle Playbook, or others as required
 - Assisting in the planning and coordinating of Circle University programs, boot-camp style training onsite in Calgary main office as necessary for staff and or new clients wishing to participate
 - Augment with affiliated sites internationally and to similarly support field staff with mentoring/shadowing opportunities, Circle leads, or aligned hospitals and interested customers.
 - Professional development specialist participates in ride-a longs/time in territory with SAE and CAS team members alike. Monitoring and providing feedback, corrective action plans alike, in concert with those team members superiors.

Required Skills/Experience:

- A strong background in medical imaging. Experience with cardiac MRI, CT and structural heart post-processing applications is an asset
- 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 both in a team environment and independently
- Ability to travel ~ 20-30%

Preferred Skills/Experience:

- Previous experience with Circle's products is considered as an asset



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@circlecvi.com

Fax: +1 403 338 1895

Mail: **Circle Cardiovascular Imaging Inc.**

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Canada