



## [REF 2020-38] AOS Product Specialist EMEA

EOS imaging is an international group, specializing in innovative imaging and image-based solutions for musculoskeletal pathologies and orthopedic surgical care. EOS imaging dedicates its efforts and skills to the improvement of patient treatments and outcomes through low dose imaging, complete and precise patient data and surgical planning based on 3D patient anatomy.

This position is based in Paris.

As the Advanced Orthopedic Solutions (AOS) Product Specialist EMEA you are responsible for AOS implementations and business growth in EMEA regions.

### RESPONSIBILITIES

- Responsible for AOS accounts implementations, training, development and conversion.
- Responsible for AOS subscriptions renewals and overall AOS revenue generation in EMEA.
- Ensures AOS activity growth in existing accounts via direct involvement and implementation of strategic programs.
- Responsible for AOS offering presentation and demonstration of clinical, financial and strategic benefits to radiology, orthopedic and administration teams.
- Works in a strong collaboration with Marketing, Applications, Sales and Services teams with the goal to ensure smooth implementation, training, AOS activity growth and ultimately agreement renewal.
- Responsible for the establishment and management of strategic AOS reference accounts.
- Analyze AOS accounts activity and conversion rate KPI's and reports them on weekly basis.
- Participates in evaluation of new AOS products. Coordinates external evaluation with existing AOS customers.
- Actively collects product feedbacks and business trends and reports them to AOS Product Managers.
- Support the sales teams remotely and in the field during the strategic sales meetings and events/conferences.
- Partners with other cross functional teams in promoting the clinical benefits of the company's products.





## REQUIREMENTS

- Minimum two (2) years' of field experience in medical device industry with a focus on radiology and orthopedics. Experience in surgical planning and / or applications in spine and total hip replacement procedures is an advantage.
- Self-driven, capable of working with remote teams and management.
- Excellent presentation and communication skills.
- Proven cross-functional collaboration and leadership.
- Adaptable to a fast-paced, high grow environment.
- Excellent Analytical and problem-solving skills.
- Excellent communication skills in English and French, verbal and written.
- Master's in Engineering, Marketing or Business Development

### Additional information

- Required Travel time: up to 60%
- Location: Paris, France
- Reports to AOS Director

You want to join a dynamic team and you are passionate about the field of medical healthcare? Do not hesitate any longer and send us your application on [baubine@eos-imaging.com](mailto:baubine@eos-imaging.com) by precising the reference number: **2020-38**.