



Flowonix Medical Position Description

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| <i>Date:</i> | | <i>Incumbent</i> | |
| <i>Position Title</i> | Nurse Clinical Specialist | <i>Reports to</i> | |
| <i>Department</i> | Sales | <i>Location</i> | Field |

Accountability Objective: MRI Nurse Clinical Specialist is responsible for providing clinical support to Flowonix Medical's sales/marketing department to provide product support, training, and education to physicians, nurses, surgical technologists, hospitals and other ancillary personnel.

Essential Functions:

1. Provide clinical support to Flowonix Medical's product during MRI procedure, refill and implant by ensuring all necessary equipment and products required for the refill and implant. Demonstrates expertise in all aspects of refill, implant, follow-up support and troubleshooting practices (Pre/Post MRI procedure, drug aspiration, appropriate programming, correct implant technique and testing of device) per a physicians' written order.
2. Maintains current knowledge of our products and service offerings as well as competitive products.
3. Provides product and clinical education to physicians, hospital personnel and office staff on technical challenges associated with our products and therapies. Coordinates in-service education programs and seminars.
4. Develops and maintains effective relationships with existing and potential clients. Responds well to customer needs, by understanding customer requirements and striving for complete customer satisfaction.
5. Provides sales support by ensuring all necessary documentation is completed to ensure product orders, patient implant registration, MRI ID cards/bracelets are executed in a timely manner.
6. Assist Regional Director and in-house training department with education/training of new district hires (Territory Managers/ Agents).
7. Maintains open and strong communication with all regional sales district personnel, customer and Flowonix in-house employees.
8. Demonstrates a "team" attitude. Interacts with others within the organization. Displays a willingness to assist others in the field. Handles conflict in a positive manner, while striving for a win-win solution.
9. Required to travel frequently to MRI facilities, customer clinics, hospitals and Ambulatory Surgical Centers.

Decision-Making Authority:

Position Specifications:

1. Knowledge/Educational Requirements

- A minimum of three years of hands-on medical experience working in any of the following areas: Registered Nurse, EMT, or paramedic.
- BS or BA degree preferred.
- Medical product sales and sales training preferred.
- Strong IV skills experience a plus.
- Good analytical skills and the ability to understand complex issues.

2. Skills and Abilities

- Solid job skills in clinical experience working with patients and clinicians in real-time environment.
- Working in an OR a preferred knowledge of managed care, physiology/clinical therapies, and implantable devices.
- Excellent interpersonal and communication skills.
- Ability to travel frequently and maintain on-call rotation.
- Team oriented; Ability to successfully operate in a team environment and be an "out of the box" thinker to address unique problems.



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3. Physical Demands/Work Environment

- Clinical Specialists are required to be within their assigned regional territory each day to be available for MRI procedures, back-up case coverage, unscheduled or emergent events.
- Required to maintain on-call servicing rotation, including evenings and weekends.
- Serve as a back-up to territory managers/agents during unassigned evenings and weekends.
- Lifting/carrying 20 pounds; sit/stand/walk 6-8 hours day; operate moving vehicle; Environment Exposures; eye protection, infectious disease, and radiation.

Working Relationships:

1. Internal Contacts:

Sales & Marketing, Clinical Field Engineers, Quality and Management.

2. External Contacts

MRI facility personnel, Physicians, clinical staff, purchasing, O/R staff and management, Hospital/ ASC pain referral community, physician office managers and marketing representatives.

Signatures:

Position

Incumbent:

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|--|------------|-----------|------|
| | Print Name | Signature | Date |
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Supervisor:

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|--|------------|-----------|------|
| | Print Name | Signature | Date |
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HR Department:

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| | Print Name | Signature | Date |
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