



## 【1150～1500万円】 Professional Education Manager Customer Training

インテュイティブサージカル合同会社での募集です。医療機器営業のご経験のある方...

### Job Information

#### Recruiter

JAC Recruitment Co., Ltd.

#### Hiring Company

インテュイティブサージカル合同会社

#### Job ID

1487768

#### Industry

Medical Device

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

11 million yen ~ 15 million yen

#### Work Hours

09:00 ~ 18:00

#### Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 GW 夏季休暇 年末年始

#### Refreshed

January 31st, 2025 13:01

### General Requirements

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Native

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

【求人No NJB2243243】

#### ■Primary Function of Position

The Professional Education Manager will report directly to the Customer Training Manager for their region. This training professional will collaborate cross functionally with sales marketing and engineering to deliver high impact training for da VinciR surgeons from a variety of surgical specialties. The Professional Education Manager will be actively involved in the continuous improvement and development of customer training programs.

#### ■Roles and Responsibilities

- Lead one or more clinical verticals to develop surgeon led training programs for surgeons and staff
- Identify high volume users and opinion leaders who have the potential to host courses as a Teacher KOL
- Vet and onboard Teacher KOLs based on capacity personality and willingness to be coached
- Provide feedback to existing Teacher KOLs on delivery presentation and lab execution
- Participate in discussions with marketing counterparts on Teacher KOL selection society partnership forecasting and course planning
- Work with commercial counterparts to create strategy and drive adoption within assigned verticals
- Ensure that courses are utilized effectively in order to support training and sales strategies
- Create and revise course agendas and obtain regulatory approval
- Work with their next level manager to use data in order to forecast appropriate course mixes within assigned clinical verticals
- Work with Customer Training Support and Customer Training Managers to coordinate events in labs nationwide in alignment with forecast
- Attend surgical society events to build relationships with Key Opinion Leaders high volume surgeons and administrators
- Aid in development and evaluation of alternate training modalities as necessary
- Liaise with other medical device companies to provide enhanced support and material for Intuitive Surgeon Led courses
- Conduct technology training programs for surgical teams residents and fellows at designated training centers and remote centers as needed
- Work with Customer Training team in a creative dependable and flexible manner to improve existing training programs
- Create and run reports on Salesforce.com and Tableau to identify trends and opportunities within assigned clinical vertical
- Provide 4 or more Technical Trainings per quarter if needed
- Provide occasional support of the da VinciR System in a hospital operating room
- Develop competency in the following:
  - da VinciR System Technology
  - da VinciR System applications
  - OR Efficiency
  - Training Pathway process
  - Training/coaching techniques/methodologies
  - Clinical competency in assigned vertical

#### Required Skills

##### ■Skills Experience Education Training

- 6+ years of experience including 3+ years of Training / Professional Education experience
- Bachelor's degree required preferably in Clinical or Health Sciences Healthcare Management Engineering Business Administration Communications or Education
- High capacity and excellent problem solving skills
- Solid organizational skills and ability to operate independently
- Professional work ethic
- Excellent oral and written communication skills
- Strong interpersonal skills
- Knowledge of adult learning principles preferred
- Medical device experience preferred
- Ability to travel up to 50%

#### Company Description

低侵襲外科手術支援システムの販売・普及・保守