



STARTUP SPECIALIST, R&D AND CLINICAL MARKETING FOCUS

Consure Medical

Pinning down healthcare solutions in a rapidly evolving space is like hitting a moving target. To adapt without losing quality or a patient-centric mindset, MedTech companies must be agile yet focused. Five years ago, we envisioned value-driven innovation –backed by genuine needs and tangible results– as the real key to success, and founded Consure Medical.

Motivated by personal experiences and patient needs, we assembled a team of experienced medical device evangelists to bring practical expertise to the core of our leadership. Each member of our team is capable and is driven to improve standards of care around the world. This dedication led us to create a technology aimed at eliminating critical infections and dangerous wounds, enhancing care and saving lives.

Our innovation has been granted IP in key global geographies, proven its safety and efficacy via rigorous clinical trial, demonstrated health-economic effectiveness through a novel post-market study, and is quickly gaining global traction. With series A financing completed, all of the pieces are in place to expand our reach throughout the globe, but we need a clinical evidence expert to streamline our strategy for growth.

If you want to be part of overhauling infection control and wound care practices, come stand with us. We invite you to join our team of global innovators and create new standards of value-driven care.

Mixed R&D & Clinical Marketing Role

This role requires somebody with a passion for novel medical technologies who is ready to take a lead on new product and advance features development. You will be required to work with clinicians to identify clinical needs and collaborate with managers to design and develop novel product solutions. Ability to foster working relationships with clinicians to promote collaborations with our management team will be essential.

You will work with these teams to take a research and evidence-based approach on identifying user needs. You will have to brainstorm new ideas, work hands-on with physical prototyping, and perform user testing via rigorous protocols to gather objective proof of solution viability.

Jumping from confirmation of your ideas and initial implementation, you will be responsible for understanding how users perceive the value of your solutions. Identifying strategies to promote these new features and products within a clinical setting will be vital to smooth market adoption. This will involve writing content to describe the benefits of these products using both technical and fuzzy language to support clear and convincing arguments for product adoption.

Key Responsibilities

- Perform scientifically rigorous analyses using academic research and present results to the management team.
- Develop strategies to identify and track user needs, market requirements, and customer feedback.
- Translate needs, requirements, and feedback into product requirements and design inputs.
- Conceptualize new components, products, and manufacturing methods via sketching, prototyping, testing, and modelling.
- Test and record performance of components, products, and manufacturing methods.
- Collaborate with clinical leaders to develop marketing plans for smooth product adoption.
- Execute benchtop and lab testing procedures to strengthen marketing campaigns via performance evidence.

Relevant Experience

- MS/PhD in bioengineering or related technical field with emphasis on cross-functional roles.
- Practical skills in medical and technical research with stress on in-depth project based analysis. (i.e. thesis)
- Experience performing product development activities in industry. (e.g. internships, 1-2 years of employment)
- Involvement in clinical trial oversight, strategy, or operational logistics.
- Contribution to clinical awareness of disease states via written or verbal communication with clinicians and patients.
- Managing and leading small teams to achieve a singular goal.