



Job description: International Clinical Manager

<p>Business context</p> <p>Formally known as BCF Technology and ECM (Echo Control Medical), IMV imaging is the dedicated veterinary imaging department of IMV Technologies. We are world leaders in veterinary imaging including ultrasound, X-ray, digital image management (PACS), CT and MRI.</p> <p>We have a true dedication to our staff, recognised with Investors in People status.</p>	<p>Organisation/ reporting structure (A dotted responsibility line exists to our Clinical Department Manager)</p> <pre> graph TD A[International Bus. Dev. Manager] --> B[International Clinical Manager] </pre>
<p>Location: Ideally based in Angoulême, France although for the right candidate other geographical locations would be considered. International travel will be required in this role. This role will involve extensive Worldwide travel and some weekend and evening work will also be required.</p>	
<p>Overview: An interesting and varied role for a qualified and experienced veterinarian with a passion for diagnostic imaging. The successful candidate will play a key part in the ongoing development of the imaging skillset of both new graduate and experienced veterinary surgeons and support the successful sale of our products through a variety of distributor channels. Collaboration with internal IMV imaging departments to promote the effective use of veterinary imaging solutions throughout the profession will be expected.</p> <p>IMV imaging are committed to personal development and take pride in allowing individuals to develop both personally and professionally. Within this role, maintaining core veterinary skills will be supported, as will further education in the field of veterinary diagnostic imaging.</p>	
<p>Job purpose/ key responsibilities</p> <ul style="list-style-type: none"> • Support the efforts of our International Business Development team who are tasked with selling our products through distributors throughout the World and in certain territories via IMV Technologies businesses • Attend and teach and/or facilitate practical CPD courses run by our Distributors or by the IMV Imaging Academy. • Aid with practical teaching alongside external speakers where required and where appropriate and provide lectures at external events and practical courses where required. • Maintain and demonstrate an exceptional organisational skillset to ensure the smooth running of courses. • Work alongside clinical, sales and marketing teams to develop the yearly clinical content plan. • Support our primary Distributors with the successful sales of our products in their territories. This could include the production of specific clinical content (offline and online); research clinical applications, offering advice, connecting the Distributors to industry experts or indeed running training courses. • Establish IMV imaging as a brand name with veterinary undergraduates. Work with clinical team to ensure contribution to undergraduate teaching of veterinary imaging and to increase undergraduate/new-graduate awareness of IMV imaging learning resources. 	



- Work with clinical team to derive educational material based on the requirements of individual Distributors, customer feedback and market demand.
- Work alongside clinical and marketing team to ensure timely delivery of teaching/learning materials appropriate to both the needs of the clinical and international sales teams.
- Ensure highest level of attention to detail and clinical relevance when both writing and proof reading items for production by IMV imaging.
- Demonstrate clinically relevant, up to date interaction with IMV imaging social media groups.
- Attend appropriate exhibitions as a representative of the IMV imaging Academy, enabling interaction with delegates to provide up to date and accurate information about available learning resources.
- Contribute to new product introduction process, including assessment of suitability of equipment for the veterinary market and development/preparation of product up to point of sale.
- Assist with further applications support as required.

Required Competencies/ key characteristics

- A fluent French & English speaker is a necessity in this role
- A qualified and experienced veterinarian surgeon
- Passion for veterinary imaging
- Excellent communicator
- Established knowledge and understanding of ultrasound and radiography
- Extensive practical veterinary imaging experience
- Good understanding of the International veterinary markets
- A team player who is prepared to get involved in cross business projects
- A self-starter who has the knowledge and capability to work independently and deliver expectations
- Further language skills in Spanish & German would be an advantage

Preferable Competencies

- Existing experience of training/clinical instruction to wide audiences
- Mixed practice experience (especially farm animal & equine) would be an advantage

Applications to recruitment@imv-imaging.com