

Job Description: Clinical Solution Specialist

JOB TITLE	DEPARTMENT / GBU	LOCATION (COUNTRY)
Clinical Solution Specialist		
DIRECT REPORT (JOB TITLE)	FUNCIONAL REPORT(JOB TITLE)	APPROVAL DATE (DD/MM/AA)
1. Position Summary: What is the main purpose of this job? Why does it exist? (e.g., to create marketing strategies; to develop, support and grow Compliance awareness etc.) Please summarize in two to three sentences.		
2. Principal Accountabilities: What are the key responsibilities of this job? List the what, how and why of each responsibility and provide examples, as necessary. Use specific verbs of action, such as “manages”, “operates”, “analyzes”, “designs”, etc. Indicate three to five accountabilities in descending order of importance and approximate % of time spent on each.		
<ul style="list-style-type: none"> ● Assist to enrich the clinical total solution concept. ● The clinical total solution concept promotion ● Application training of clinical total solution for end user ● Training materials ● Assist to organize clinical seminars ● Clinical training to physicians ● Forcefully support sales and marketing team by providing clinical materials ● Collaborate with sales and marketing team to launch clinical study and product according to marketing strategy 		
3. Experience: What unique knowledge are needed to successfully perform the job and what would you consider most skills are most desirable (e.g., sales experience, ability to operate within a marketplace that is complex, management skills etc), years of experience.		
<ul style="list-style-type: none"> ● Medical Bachelor's Degree required ● Require talented and flexile individual with good communication and presentation skill in both Chinese and English; ● Good computer skill s in Microsoft Office, especially excel, word and PPT. ● Willing to frequently business trip ● Mature, independent, self-motivated personality. 		
4. Education (specific educational requirement or technical training, multi-language, Global, computer knowledge, etc)		
- Bachelor degree or above on Medical		
5. Job Competencies: What competencies are needed to successfully perform the job (business Acumen, Negotiation Skills, etc)		
6. Scope of Responsibilities: What is the job's responsibility for setting and achieving goals, objectives and strategies (work group, function, department, major function, division, etc)? Does the job have responsibility for strategic planning, or tactical or operation goals? What are typical timeframes for goals and strategies? (e.g. – less than one year, one year, one to three years, three to five years)		

3-4	Reporting Layer (Direct report to Country Mgr)	N/A	Revenues of organization unit (FY)	N/A	Operating income
	Total direct reports		Sales/Billings (FY)		Other (specify)