

## **Job Description**

### **Job Title**

Product & Application Specialist – Healthcare Supplies

### **Division**

Healthcare Supplies Division

### **Reporting To**

Business Development Manager

### **Job Summary**

The Product & Application Specialist plays a key field-based role within the Healthcare Supplies Division, working closely with end users in clinical environments to understand daily operations, workflows, and practical challenges. Through continuous presence, observation, and professional engagement, the specialist identifies opportunities where appropriate solutions can enhance efficiency, safety, and clinical outcomes.

The role focuses on supporting the evaluation and adoption of healthcare supply solutions by aligning product applications with real-world clinical needs, while acting as a trusted link between end users and the organization.

## **Key Responsibilities**

### **End-User Engagement**

- Maintain regular on-site presence with end users to understand workflows, routines, and operational practices.
- Build strong professional relationships with clinical teams by providing ongoing application support and guidance.
- Act as a reliable point of contact for product-related questions and in-use considerations.

### **Application & Solution Alignment**

- Introduce and support healthcare supply solutions in a practical, application-oriented manner.
- Participate in product evaluations and pilot use cases within clinical settings.
- Assist end users in assessing solution suitability based on operational and clinical requirements.

### **Product Support & Knowledge**

- Demonstrate correct product usage and support best-practice application.

- Ensure end users are informed about product capabilities, standards, and appropriate use.
- Collect structured feedback and observations to support continuous improvement and informed decision-making.

#### **Internal Coordination**

- Communicate field insights and user feedback to the Business Development and commercial teams.
- Support internal teams by providing clinical and operational perspectives from the field.

### **Qualifications & Experience**

#### **Education**

Bachelor's Degree in Nursing (required)

#### **Experience**

Minimum of 2 years of clinical experience in a hospital or healthcare setting

#### **Core Competencies**

- Strong clinical understanding and practical mindset
- Excellent communication and interpersonal skills
- Ability to observe, analyze, and translate operational needs into solution-oriented discussions
- Professional presence in healthcare environments
- Self-driven, organized, and field-oriented

#### **Work Environment**

- Predominantly field-based within healthcare facilities
- Close collaboration with internal commercial and technical teams