



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a multinational manufacturer of medical devices, we are looking for a

Clinical Application Specialist, Brussels Product specialist, compliance, medical devices

Company information

Our customer is a worldwide manufacturer of medical devices and services, with the European HQ in the Netherlands and the global HQ in Japan. With over 60 years in business, their products are now being used worldwide and still growing, especially in the European region. They are currently working on establishing a new sales office that will directly sell products in order to further expand sales in the Benelux market.

Job description

The Clinical Application Specialist will evaluate and verify medical products in the clinical laboratory environment and will train and support healthcare professionals in using our customers' top-of-the-line diagnostic systems.

- Providing scientific and clinical application support in pre and post sales
- Organizing and delivering product demonstrations and training sessions for customers and business partners
- Ensuring successful implementation of all products at clinical sites
- Participating in clinical evaluations, validation and verification, establish protocols and guidelines, preparing clinical evaluation reports to present data to customers
- Developing and delivering effective presentations to attend and support medical congresses, conferences, exhibits, seminars and other occasions
- Improving customer satisfaction by communicating with customers proactively to identify their needs and take the necessary actions to meet and exceed them
- Handling customer feedback, complaints and escalation, reporting all customer information and problems as well as opportunities to relevant teams
- Assisting customers in understanding matters related to the verification or validation of our customers' products by ensuring they are compliant with clinical laboratory regulations and accrediting agencies
- Assist the commercial organization and regulatory teams with requests for information to support product sales
- Maintain and expand a loyal network of KOL's within the assigned territory



Job requirements

In order to qualify for this versatile and challenging position, required are at least the following criteria:

- At least a Bachelor's degree in Biomedical Sciences or similar/related fields
- Working experience in a similar role
- Working experience in flow cytometry, hematology or urinalysis will be an advantage
- Excellent communication and teaching/presentation skills
- Fluency in Flemish/Dutch, French and English
- Adoptive for different cultures and new working environment
- Willingness to travel, mainly within the Benelux

Are you looking for this broad and challenging role? Please send your CV to Ikuko Nakaishi (application@nipponrecruitment.com) or call +32 4 8467 8170.