

Site & Patient Networks Manager (f/m/d)

We want you!

Clinerion is a Swiss-based technology and real-world data services company with international offices in Switzerland and Turkey. Clinerion provides disruptive software solutions supporting life sciences companies and hospitals in the process of developing new medicines.

One of our key solutions is the Patient Network Explorer (PNEx), a platform which generates real-world analytics for Real World Evidence and supports clinical research by automatically finding eligible patients for clinical studies in Big Data settings, such as hospitals and other healthcare organizations. In drug development, this addresses a major problem of finding significantly more eligible patients faster and at lower costs. PNEx works through integration with electronic health records at a global network of partner hospitals and represents a federated network of servers, allowing central querying and local patient identification.

To strengthen our existing Site & Patient Networks team in Istanbul, Turkey, we are currently looking for a passionate **Site & Patient Networks Manager**.

Your Role

The Site & Patient Network Manager will be instrumental in driving the continued roll-out of Clinerion's technology to hospitals worldwide, with the particular responsibility of driving the engagement with hospitals and building the Clinerion Research Network. The primary objective of this role would be to identify possible partner hospitals, drive the engagement with these Sites and also coordinate the deployment of the solution with the Sites.

Your Responsibilities

- Drive engagements with hospitals in the market
- Development and communication of value messages and value proposition to hospitals and stakeholders within the hospital
- Identification of sources of value for the different hospitals and the different stakeholders within a hospital
- Engage in the recruitment of centres (initially, identification of pilot centres and subsequently sites where the system can be deployed)
- Engage with a wide range of potential users (nurses, PIs, technicians, etc.) at sites to assist the technical team in system implementation.
- Internal coordination of contracting with the different sites
- Full customer management of hospital:
 - Hospital identification
 - Hospital engagement
 - Tracking of engagement
 - Understanding of hospital clinical needs
 - Continuous communication with hospital
- Creatively execute data partner acquisition activities for assigned accounts to meet business objectives.
- Prospecting for new data partners including in-person, email, and phone 'cold' outreach.
- Develop strategies and enhance relationships with key decision makers within healthcare provider organizations and data partners with respect to clinical trial protocol design and feasibility and patient recruitment for the clinical trial process.
- Ensure effective and timely follow-up on all data partnering calls.
- Record all data partnering activities: forecast, pipeline and prospect contacts, using CRM system.
- Stay up to date on data partner needs and the competitive landscape, act as the voice of the healthcare provider, feeding product management suggestions and ideas for future road map capabilities.
- Learn and use marketing material to maximize sales effectiveness and efficiency.
- Communicate and collaborate with line manager on specified quarterly goals and achievements.

Your Profile

- Bachelor's degree or equivalent professional sales experience selling into life science industry.
- Minimum of 3 years sales experience in the pharmaceutical/CRO or medical devices industry is a must.
- High level experience and knowledge of the clinical trial process, selling data and analytics is a must.
- Excellent knowledge of the English and Spanish languages, Portuguese is an advantage and any other language a plus.
- Comfortable with leading product demonstrations and presenting analytic solutions.
- Effective daily time management and logistics planning to conduct sales activities, balancing travel, presentations and outreach on a daily basis.
- Intellectually curious and demonstrated research of issues impacting the clinical trial landscape as well as industry trends.
- Independent, self-motivated professional and willingness to learn and develop within an innovative and entrepreneurial company.
- Strong presentation, product demonstration and communication skills. Experience with CRM tools.

Our Offer

We offer an exciting opportunity to make an impact on medical innovation and patient care in a dynamic start-up environment. This position has great potential for growth and development. Clinerion has a diverse workplace with flexible work arrangements to support our people achieve work/life balance, while meeting the high demands of our business. This position comes with attractive compensation package, flexible work location and hours.

Job Function	Site & Patient Networks
Experience Level	Experienced
Start date	Immediately or upon agreement
Working Location	Istanbul, Turkey
Working Percentage	Full-time
Contract Type	Permanent
Traveling required	30-50% (in non-COVID times)

How to apply?

Please send your dossier to eva.zuberer@clinerion.com.