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Clinical Deployment Specialist

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Resuscitation

At ZOLL, we're passionate about improving patient outcomes and helping save lives.

We provide innovative technologies that make a meaningful difference in people's lives. Our medical devices, software and related services are used worldwide to diagnose and treat patients suffering from serious cardiopulmonary and respiratory conditions.

The Resuscitation division of ZOLL Medical Corporation develops and delivers innovative lifesaving products and software solutions to EMS, hospital, public safety, and military customers globally. Our dedicated employees take pride in their commitment to improving patient outcomes while delivering world-class customer service.

At ZOLL, you won't just have a job. You'll have a career—and a purpose.

Join our team. It's a great time to be a part of ZOLL!

Job Summary

Drive EMS sales by enhancing customer satisfaction and retention in the clinical education and implementation process; where new cardiac monitor/defibrillators, AutoPulse or ZOLL Data Systems products are utilized. Reports to the Manager, EMS Training and Clinical Deployment.

Essential Functions

- Customer Support: Interface with large competitive conversions and selective North American EMS customers to ensure continual product support throughout both pre- and post-sale stages, as directed by management.
- Deployment - Support new competitive conversions
- Pre-sale awareness of ZOLL products & depth
- Equipment set-up
- Post-sale training and development - (Classroom & field ride-alongs)
- Post-sale troubleshooting
- Post-sale follow-up
- On-site deployment & training timelines
- Train-the trainer program training & curriculum
- ALS & BLS training & curriculum
- Post-deployment satisfaction survey

Required/Preferred Education and Experience

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- BA/BS Degree required or
- Equivalent required and
- Paramedic level or higher required
- Minimum of 10 years pre-hospital field experience required and
- Clinical training experience (AHA -ACLS, PALS, 12-Lead, ETC02, etc.) required

Knowledge, Skills and Abilities

- Technical background: Troubleshooting capital equipment, resuscitation, product management preferred (cardiology a plus)
- Self-starter
- Excellent written and verbal communication skills
- Project management and planning
- Proficiency with common word processing, presentation, spreadsheet and database programs

ZOLL is a fast-growing company that operates in more than 140 countries around the world. Our employees are inspired by a commitment to make a difference in patients' lives, and our culture values innovation, self-motivation and an entrepreneurial spirit. Join us in our efforts to improve outcomes for underserved patients suffering from critical cardiopulmonary conditions and help save more lives.

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