

Clinical Sales Consultant

JD Number	JD-129
Reports To	EVP Revenue
Direct Reports	N/A

Purpose

The Clinical Solutions Consultant – Pre-Sales (AI Applications in Radiology) plays a pivotal role in driving the adoption of our AI-powered radiology solutions. This position supports the sales team by engaging with potential clients, understanding their clinical workflows and challenges, and demonstrating how our technology enhances radiology practices.

As a trusted advisor, the CSC articulates the clinical value of our AI solutions, ensures alignment with customer needs, and provides expert consultation throughout the sales process. By educating customers, identifying market opportunities, and gathering feedback, this role helps shape product development and market strategy. Additionally, the CSC contributes to customer onboarding, retention, and long-term satisfaction, positioning the company as a leader in AI-driven medical imaging while driving growth and market expansion.

Responsibilities

- Work alongside the sales team to engage with prospects, understand their clinical challenges, and articulate how our AI solutions address those needs. Provide clinical insights into the application and value of AI in radiology.
- Conduct product demos if needed and technical presentations tailored to radiology departments and other clinical stakeholders. Showcase the AI applications' features, benefits, and capabilities in a clear, compelling manner.
- Work directly with healthcare professionals, including radiologists, clinical managers, and IT teams, to gather and understand their requirements for AI solutions and ensure that our offerings are tailored to meet those needs.
- Establish and maintain strong relationships with prospective clients, providing ongoing consultation throughout the sales cycle and positioning yourself as a clinical expert in the field of AI radiology solutions.
- Help educate clients about AI technologies in radiology, fostering understanding and comfort with how AI will integrate into their workflows. Provide feedback on training materials and user manuals to ensure clinical relevance.
- Gather and provide market feedback to product development teams to help shape future AI applications and ensure they meet the needs of the radiology community.

- Assist in creating clinical content, white papers, case studies, and presentations that help drive sales and position the company as a leader in AI radiology solutions.
- Comply with information security requirements as detailed in the Information Security Manual.

Competencies

<p>Specialist job related knowledge and/or qualifications</p>	<p>Essential</p> <ul style="list-style-type: none"> • Bachelor’s degree in Radiology, Medical Imaging, Healthcare, or a related clinical field. Advanced degrees (e.g., MD, PhD, or Masters) in a relevant field are a plus. Preference for prior training in the field of Radiology – ARRT. • Significant proven experience in radiology, clinical consulting, or healthcare IT, preferably with exposure to AI or digital health technologies. • Experience working with radiologists and healthcare providers to understand their needs and workflows.
<p>Job related skills / behaviour</p>	<ul style="list-style-type: none"> • Strong knowledge of radiology imaging, workflows, and clinical decision-making processes • Familiarity with AI and machine learning applications in healthcare, especially in radiology • Exceptional verbal and written communication skills, with the ability to explain complex technical concepts to clinical professionals • Ability to conduct engaging presentations and facilitate product demonstrations • Strong ability to analyse client needs and propose effective solutions. Comfortable working with complex clinical data and workflows • Proven ability to build relationships with healthcare professionals, understand their pain points, and offer solutions that deliver measurable value

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| | <ul style="list-style-type: none">• Willingness to travel to client sites, conferences, and other events as needed |
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