Clinical Product Specialist – Europe

MedStorm Innovation | Norway, Sweden, Germany, France, Italy or Spain

Help us change the way pain and nociceptive stimuli are assessed in clinical care

MedStorm is a Norwegian MedTech company developing and commercialising innovative technology for objective, real-time assessment of pain and nociceptive stimuli.

Our PainSensor is a CE-marked Class IIa medical device based on more than 20 years of medical research and supported by more than 80 peer-reviewed publications. The technology provides clinicians with an objective physiological signal that can support more individualised analgesic and antinociceptive treatment. It is already being used and evaluated across areas including anaesthesia, intensive care, postoperative care and neonatology.

We are now looking for Clinical Product Specialists with a clinical background as a nurse or medical doctor to join our growing team and help us accelerate the adoption of the PainSensor across Europe.

The role

This is a highly visible and varied position at the intersection of clinical practice, sales, education and business development.

You will work closely with our sales team and the founder/CEO, Prof. Hanne Storm, to establish MedStorm's technology in new hospitals and markets. A key part of the role will be to develop strong clinical relationships and establish reference centres where clinicians can gain experience with the PainSensor and demonstrate its clinical value.

You will:

- Train healthcare professionals in the use and clinical application of PainSensor
- Support hospitals in implementing the technology into clinical workflows
- Work closely with the founder and sales team to establish and develop clinical reference centres
- Identify and develop relationships with clinical champions and key opinion leaders
- Support distributors with product training, clinical education and customer follow-up
- Participate in customer meetings, demonstrations, workshops, conferences and exhibitions
- Follow up with users after implementation to drive continued use and technology adoption
- Gather clinical feedback and translate customer needs into actions for the MedStorm team
- Support the sales process from initial clinical engagement through implementation and follow-up
- Help develop training materials, clinical presentations and other customer-facing content
- Travel regularly within Europe to visit hospitals, distributors and reference centres
- Represent MedStorm and our technology as a trusted clinical ambassador

Who we are looking for

We are looking for someone who combines clinical credibility with curiosity, communication skills and a commercial mindset.

You may be a nurse or medical doctor who has developed an interest in MedTech, medical devices, clinical innovation or healthcare business development.

Requirements:

- Degree and background in nursing or medicine
- Experience from a hospital or clinical environment
- Interested in improving patient care through technology
- Comfortable communicating with physicians, nurses and other healthcare professionals
- Understand clinical workflows and identify opportunities for improved patient care
- Proactive, independent and comfortable taking responsibility
- Commercially aware and motivated to support sales and business development
- Willingness to travel internationally
- Excellent English communication skills.

Experience with anaesthesia, intensive care, pain management, neonatology, perioperative care or patient monitoring would be particularly valuable.

Experience with medical devices, clinical implementation, distributor management or sales is an advantage, but clinical experience and the ability to engage and educate healthcare professionals are more important than a traditional sales background.

Where

We are open to candidates based in: **Norway | Sweden | Germany | France | Italy | Spain**

You will work closely with the MedStorm team in Norway, with the possibility of remote/home-based work depending on your location. The role involves regular travel to customers, hospitals, distributors, reference centres and relevant medical conferences across Europe.

Why join MedStorm?

This is an opportunity to join a growing MedTech company at an exciting stage of commercialisation. You will work directly with the founder, and a multidisciplinary group of professionals. You will have the opportunity to influence how a new medical technology is introduced into clinical practice and to see its impact directly with patients and healthcare professionals.

If you are a clinically experienced nurse or physician who wants to combine your healthcare expertise with MedTech, innovation and commercial development, we would love to hear from you.

Interested?

Please send your CV and a short motivation letter explaining why you are interested in MedStorm and this role to: **careers@med-storm.com**