

**Employer:** COOK MEDICAL ([www.cookmedical.com](http://www.cookmedical.com))

**Position Title:** Critical Care Clinical Support Specialist

**Department:** Critical Care

**TO APPLY:** Send your cover letter and resume to [mjobs3@cookmedical.com](mailto:mjobs3@cookmedical.com)

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**Job Summary:**

The Critical Care Clinical Specialist is responsible for assisting the organization and healthcare clinical end users in a clinical support capacity. This position will work with those hospital/healthcare facility individuals and/or departments that may have a need or interest in establishing clinical efficacy of Cook Medical products in their patient care settings. Additionally, this position will assist the organization to develop and to use clinical support materials, programs and products that reflect Cook Medical's commitment to improved patient care, resulting in increased utilization of specified Cook Medical products by the end-user.

**Essential Functions / Job Duties:**

**Provide Education**

- Call on the clinical end users and decision makers in the healthcare facility to educate and inform them about the clinical effectiveness of specified Cook Medical products, with support or assistance of the sales representative
- Develop and present clinically relevant programs and/or materials regarding infection control and related topics as requested by healthcare facilities or associated groups
- Assist the organization with the development of end-user educational materials and programs
- Provide product in-services when applicable for specified Cook Medical products
- Develop and present programs and/or materials for Cook Medical personnel that will assist the organization achieve success in specified product lines

**Clinical Assistance**

- Assist healthcare personnel in determining catheter-related bloodstream infection rates. Review existing data collection and management systems and offer recommendations for improving data validity through the selection and use of appropriate numerators and denominators. Collect, aggregate and analyze surveillance data at the request of the healthcare facility
- Prepare and analyze cost effectiveness data for specified Cook Medical products as requested by healthcare facilities (i.e., cost of product vs. cost savings achieved by change in clinical patient outcomes)
- Assist healthcare personnel collect and present outcomes data to determine the clinical effectiveness of specified Cook Medical products
- Provide clinical assistance to healthcare personnel in designing trials or evaluations of specified Cook Medical products. Basic principles of scientific study and epidemiology will be considered in all cases

### **Consultation**

- Identify areas where specified Cook Medical products can be of benefit to healthcare facilities and patients
- Assist healthcare personnel develop policies/procedures for the appropriate use of specified Cook Medical products as necessary
- Provide clinical support materials for healthcare personnel to aid in the decision-making process for product selection and usage
- Assist the healthcare facility in identifying where product usage difficulties may arise within the institution and develop action plans as requested

### **Collaboration**

- Help the sales representative to identify the appropriate clinical end users and decision makers within healthcare facilities to call on
- Help the sales representative present specified Cook Medical products to healthcare personnel and/or facility decision makers emphasizing clinical and cost effectiveness
- Assist the sales representative, division manager and organization in developing strategies for product and organizational success
- Support healthcare in presenting and/or publishing data reflective of clinical studies performed within their institutions
- Compliance with and accountability for all policies within the Cook Employee Manual, Cook Code of Conduct, HIPPA Regulations and Cook Field Guide for Interaction with Customers
- Other responsibilities as assigned

### **Job Qualifications:**

RN or Medical Technologist preferred

CIC required

Ability to effectively prepare, analyze, and present analysis data relative to specified Cook Medical products

Ability to effectively communicate with and educate groups of healthcare professionals

Ability to travel 50%-75% of the time

Proficient in Microsoft Office Suite