



**At Imactis we believe in Interventional Radiology innovation, for the benefit of physicians, of caregivers and patients: minimally invasive procedures for a better quality of life**

**As a team, we value diversity and true engagement; we are passionate about designing user-friendly solutions, contributing to the improvement of clinical outcomes.**

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## **Applications Engineer**

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Founded in 2009 in the French Alps, **IMACTIS** develops and markets an enabling solution for interventional radiologists. These skilled physicians often struggle when inserting long needles to reach targeted organs, along critical pathways, under CT-scanner guidance.

With its award-winning **CT-Navigation™ system**, percutaneous interventions such as biopsies or tumor removal or osteosyntheses, otherwise perceived as too risky, become simply feasible, safely and in a more predictable time, while reducing radiation exposure. Each procedure is performed using a single use patient kit, namely **NaviKit™**.

**CT-navigation™** is rapidly gaining momentum in Europe and enjoys strong KOL support. With an installed base of 43 systems, many of which are used daily, in high visibility institutions. For instance, 6 of the 18 French National Cancer Centers, and 6 of the top Paris hospitals are now equipped. Installations include several prestigious sites across Europe, where adoption needs to expand.

We are actively seeking an Applications Engineer, to accompany our growth in key European markets among which DACH, UK, and Northern Europe. Reporting to our VP Sales, EMEA, you will participate in the deployment of an innovative medical technology, along with a talented team, within the framework of medical device regulations.

### **Position Summary**

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Reporting directly to our VP Sales EMEA, you will work closely with other Applications Engineers. You will also have regular contact with the R&D, Quality and Regulatory Affairs teams.

You will play a major role in pre-sales stages, including on-site or off-site demonstrations, as well as clinical trials, operating in tandem with sales representatives (direct or distributor).

You are didactic, a self-starter, mastering on-site installation and staff training: physicians, X-ray technicians, nurses... You ensure customer satisfaction, bringing existing sites to full autonomy, increasing system usage and revenue generation. You build customer loyalty, fostering extensive and systematic use of CT-Navigation™, creating a true group of followers in the growing and highly competitive community of interventional radiology.

A genuine team player, you enjoy new technologies, and yearn to become a key player in Imactis's growth. Your command of German is perfect, and your English is fluent, feeling at ease in a large part of the European Community.

## Main responsibilities

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- Present and demonstrate CT-Navigation™ solution to clinical staff, during fairs and congresses
- Plan and perform pre-sales tests
- Plan and execute system installations, train staff (interventional radiologists, technicians, IT...)
- Provide assistance to radiologists during CT-Navigation™-guided percutaneous interventions
- Follow-up the installed base – sold either directly or via distributors
- Execute 1<sup>st</sup> level maintenance (software upgrade)
- Collect feedback on site and system usage data (post-market survey, testimonials, case studies...)
- Train appointed distributors' staff (Product Specialists, Sales Representatives)
- Contribute to market watch (competitive intelligence)
- Frequent EU travel

## Qualifications

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### Minimum Requirements:

- Proven successful experience in a comparable role
- Biomedical engineer degree
- Perfect command of written and spoken German, full English proficiency : international experience required
- Available for frequent travel

### Specialized Knowledge and Skills

- Knowledge of medical imaging
- Knowledge of IT network connection
- Excellent communication and didactic skills
- Inclination for teamwork
- Organized and multi-task skill
- Driver's license

## Compensation and location

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- Compensation based on experience
- Home-office based in Central/Western/Northern EU (ie, NE France, Benelux, Germany, Switzerland...)

Please contact [recruiting@imactis.com](mailto:recruiting@imactis.com)