



**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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## **Clinical Applications Engineer**

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Based in the French Alps, **IMACTIS** develops and markets an enabling solution for interventional radiology, a fast-growing segment (double-digit). 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. More than 60+ systems are installed in high visibility institutions, many of which are used daily. 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 a Clinical Applications Engineer, to accompany our growth in key European markets among which Germany, Austria, as well as Eastern and Northern Europe. Reporting to our VP Sales, EMEA, you will participate in the deployment of a fast-growing innovative medical technology, along with a talented team.

### **Position Summary**

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

You will play a major role in the sales process, including on-site or off-site demonstrations, as well as installation and user training, operating jointly with sales teams (direct or distributor).

You are didactic, a self-starter, mastering on-site installation and staff training: interventional radiologists, 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 fast growing, highly competitive community of interventional radiology.

As a genuine team player, you enjoy new technologies, and yearn to contribute to Imactis's growth. You are fluent in German and English, 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 events and remotely
- Install systems, train staff (interventional radiologists, technicians, IT...)
- Follow-up the installed base – sold either directly or via distributors
- 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)

## **Qualifications**

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### Minimum Requirements:

- Proven 1<sup>st</sup> successful experience in a comparable role
- Biomedical engineer degree or equivalent
- Command of written and spoken German, full English proficiency: international experience required
- Available for frequent travel

### Specialized Knowledge and Skills

- Knowledge of medical imaging, IT and network connection
- Excellent communication and didactic skills, an 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/Eastern Europe (ie, DACH, Eastern EU, Benelux, FR...)

Please send your resume to [recruiting@imactis.com](mailto:recruiting@imactis.com)