

# **Medtronic Diabetes - Diabetes Clinical Manager/CDE in S. Seattle**

## **Position Description**

The Diabetes Clinical Manager (DCM) will support the education and training of the company's products to Health Care Professionals and patients. They are the field clinical diabetes experts.

### **Position Responsibilities**

Educates patients, physicians, nurses, educators, and other health care professionals (HCP's) regarding the importance of intensive management of patients with diabetes using Medtronic Diabetes products.

- Demonstrates products to new patients, consulting them on the therapy and helping to close the sale
- Trains patients and health care professionals (HCP's) on Medtronic Diabetes products, operations, and therapy.
- Troubleshoots clinical and technical issues regarding Medtronic Diabetes products and therapy.
- Assists HCP in assessing and managing patient's therapy once the initiation process begins as needed to ensure a positive outcome.
- Trains physicians and nurses (HCP's) on how to do adjust insulin regimens for CSII using standard Blood Glucose (BG) readings and sensor technology.
- Consults and presents to individuals and groups on behalf of Medtronic Diabetes
- Plans, organizes and manages assignments within allotted budget.
- Travels in assigned territory on a regular basis and attends seminars, symposiums and special events as directed.
- Recruits, manages and trains Medtronic Diabetes Certified Product Trainers (CPT's) within their assigned territory, and helps manage CPT costs,
- Communicates with other Medtronic Diabetes departments regarding field clinical/sales needs and issues. Becomes an integral part of the Sales Team.

### **Basic Qualifications**

Minimum Required Education and Experience:

- An Associate's Degree with a minimum three (3) years of clinical experience

Required Certification(s): A valid registered license in one or more of the following fields:

- Registered Nurse (RN)
- Registered Dietitian (RD)
- Physicians Assistant (PA)
- Nurse Practitioner (NP)
- Pharmacist

#### Required Skills/Activities:

- Ability to read, interpret, and understand various medical periodicals;
- Ability to write reports, business correspondence, and procedure manuals;
- Maintain professional license(s) within locations of employment;
- Ability to effectively train and present information and respond to questions from groups of medical professionals, clients, and the general public;
- Must demonstrate professional business etiquette and protocol when interfacing customers, patients and medical professionals
- Ability to apply complex mathematical equations (knowledge of basic algebra and geometry);
- Ability to calculate figures and amounts such as percentages, discounts, interest, commissions, proportions, area, circumference, and volume.
- Strong planning, organization and work prioritization skills.
- Strong communication (verbal and written) skills to customers, patients co-workers and members of management
- Must have basic working knowledge of Microsoft Office applications

#### Desired/Preferred Qualifications

- Bachelor Degree Preferred; BS in Nursing or Masters Degree in Nutrition or a related field preferred.
- Certified Diabetes Educator (CDE) preferred.
- Prior sales experience.

#### Physical Job Requirements

- Travel is required as described below
- Must be insurable and maintain a valid driver's license.
- Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Standing, sitting, walking, lifting a minimum of 20 lbs. Must be able to use computer (hand, eye, fingers dexterity). Ability to drive over four hours consecutively. While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand, walk, and sit. The employee is occasionally required to use hands to finger, handle, or feel; reach with hands and arms; climb or balance; and stoop, kneel, crouch, or crawl. The employee must occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, depth perception, and ability to adjust focus in relation to travel and operating a personal computer.
- Must be able to drive approximately 85% of the time within assigned territory and may require overnight travel. Ability to drive over four hours consecutively. Occasionally exposed to moving mechanical parts and devices.

Please apply online at

[http://careers.peopleclick.com/careerscp/client\\_medtronic/external/gateway.do?functionName=viewFromLink&jobPostId=131955&localeCode=en-us](http://careers.peopleclick.com/careerscp/client_medtronic/external/gateway.do?functionName=viewFromLink&jobPostId=131955&localeCode=en-us)