

Clinical Advisor - Belgium

About Hill-Rom

We're a company that draws on a heritage of more than 80 years of innovation and excellence to provide solutions that **enhance outcomes for patients and their caregivers**. In 1929 our founder, William A. Hillenbrand had a dream to "bring the home into the hospital." Since that time, we have become an industry leader and a trusted partner to healthcare providers, caregivers and patients around the world.

We stand for passion, dedication and innovation that truly make a difference in the lives of those we touch. Hill-Rom is a leading worldwide manufacturer and provider of medical technologies and related services for the healthcare industry, including patient support systems, safe mobility and handling solutions, non-invasive therapeutic products for a variety of acute and chronic medical conditions, medical equipment rental, surgical products and information technology solutions. The Hill-Rom comprehensive product and service offerings are used by healthcare providers throughout the healthcare industry and around the world, in hospitals, extended care facilities and home care settings, to enhance the safety and quality of patient care.

Job Description

The Clinical Advisor provides clinical product and service support to nominated Hill-Rom accounts and potential customers, to meet and exceed customer expectations within contract specifications. Generates orders for Sales and Rental products to meet the targets.

Essential duties and responsibilities:

- Daily monitoring of orders in focussed rental accounts
- Identify sales opportunities for all Hill-Rom products
- Analyse and develop the rental business in Belgium
- Provide demos both for rental and sales products
- Relation management on ward level
- Implement Hill-Rom focus concepts to customers
- Monitor usage to ensure product protocols are adhered to
- Provision of clinical advice either on a patient specific basis or within the contract protocols
- Product training as per contract specification and in line with each Trust's policies
- Co-ordinate prevalence/equipment audit where contracted
- Organise and participate educational seminars
- Liaise with technicians responsible for the contract
- Frequent communication with the Account Manager responsible for the account

Required education and experience:

- Certified Nurse (BIG)
- Certified specialization (e.g. ICU) preferred
- Minimum of 3 years nursing experience in hospital environment preferred
- ICU or Speciality experience preferable
- Fluency in Dutch and French is required
- Good command of English is required

Required qualifications and skills:

- Computer literate
- Commercial experience
- Continually update knowledge and clinical application of Hill-Rom product range
- Able to work autonomously
- Organizational and demonstrational skills
- Self-management and organizational skills

For further information about Hill-Rom, please visit:

www.hill-rom.com

Enhancing outcomes for
patients and their caregivers:

Hill-Rom