



EMPLOYEE POSITION DESCRIPTION

Job Title: Lead Field Clinical Specialist	Department: Clinical
Reports To: Principal Clinical Research Manager	Date: August 2021

Position Description:

The Lead Field Clinical Specialist will oversee and manage Francis Medical's field clinical needs both internally and externally. This role will provide technical support for the Water Ablation Therapy product and procedures to a wide range of clinical personnel, including physicians, nurses, and technicians. Additional responsibilities will include conducting physician product training and providing field support for critical cases in clinical trials. The position will also direct training for internal Francis Medical employees supporting field clinical activities.

This role will include either performance management of other Field Clinical Specialists (FCSs) within the Clinical Department or management of contracted FCSs. Success in this position will rely heavily on the ability to: travel for case support, maintain physician and product accountability, and utilize experience and judgment to meet the goals and timelines of the clinical trial while staying within budget.

Principal Responsibilities:

The Lead Field Clinical Specialist is a key position in the Clinical organization. Major responsibilities include:

- Lead the development of external physician and internal case support training programs (including software, case strategy, and imaging) in collaboration with a cross-functional team.
- Develop and collaborate on case planning/coverage logistics to support clinical trials.
- Provide Water Vapor Ablation product training for internal staff, physician users, Key Opinion Leaders, investigational site research staff, and other potential audiences.
- Provide training on Water Vapor Ablation system and procedure (including supporting supplies and materials required to execute procedures).
 - This includes ultrasound in-services, product in-services, cadaver labs, mock cases, live case coverage, and participation in field employee training (as needed).
- Provide case support for clinical trials and assist in the transition to commercialization when applicable.
- Ability to think critically and problem solve effectively under pressure in a dynamic environment.
- Ability to ensure execution of clinical protocols and procedures as intended at clinical study investigational sites.
- Outstanding communication skills and ability to build strong relationships with physicians and site research staff.
- Support additional Clinical department efforts as needed.
- Participate in company-sponsored training/education.
- Build and maintain technical knowledge and skill set.
- Provide regular feedback to internal departments regarding product performance issues, user feedback, and opportunities for enhancements.
- Provide training and management to the Field Clinical team and/or oversee and manage relationships with contractors supporting case coverage.

- Assist in the development of new tools and strategies to increase the effectiveness of the Water Vapor Ablation procedure.

The above statements are intended to describe the general nature and level of work to be performed. They are not intended to be construed as an exhaustive list of all job responsibilities and duties.

Qualifications, Education & Experience:

Must Have:

- 5+ Years of experience in clinical case coverage with medical devices
- Proven experience working within an FDA IDE pre-market clinical study
- Must be able to secure and maintain hospital credentialing for assigned accounts
- Employee management and/or experience managing contract organizations
- Excellent interpersonal, written, and verbal communication skills
- Effectively build and maintain positive relationships with physicians, peers, and colleagues across all organizational levels

Nice to Have:

- Strong knowledge and understanding of prostate anatomy
- Knowledge and understanding of ultrasound imaging interpretation and its applications
- Experience or course work in physician training software programs

Working Conditions:

- Occasionally exerting up to 20lbs and lifting to 50lbs
- Significant work pace and pressure due to deadlines of a start-up organization
- Operate a computer, and other office equipment
- Travel required (up to 75%, mainly domestic); available/willing to travel weekends and evenings
- Ability to travel domestically and internationally
- Position based in Maple Grove, Minnesota

Competitive salary and benefits package.

To apply: Submit your resume to hr@francismedical.com

Company Overview:

Francis Medical is committed to developing urological cancer treatments that are tough on cancer and gentle on patients, with a compassionate belief that minimally invasive therapies can effectively treat cancerous tissue. The company's foundation is a tribute to and legacy of the inventor's father, Francis Hoey, who endured prostate cancer treatments that had harsh implications on his everyday life before he died from the disease in 1991. Unfortunately, current prostate cancer treatments, which come with side effects like urinary incontinence and erectile dysfunction, are not much different than what Francis Hoey encountered. In contrast, water vapor technology applies the thermal energy stored in sterile water vapor to cancerous tissue via a simple transurethral procedure, potentially minimizing life-altering side effects.

Headquartered in Maple Grove, Minnesota, Francis Medical is a spin-off of NxThera, a BPH company purchased by Boston Scientific in 2018. Francis Medical closed on a \$55-million Series B round of funding in September 2021, bringing the total equity investment raised to date to \$80 million. The company currently employs 24 people. The work environment is casual, high-energy, and collaborative, with the shared vision of making a difference in the lives of millions of men. More information on Francis Medical can be found at www.francismedical.com.