

UNiD Lab Spine Specialist

“Personalized Spine” is not only the ability to create patient-specific implants for patients, but also provides surgeons with a service, dedicated to streamlining the process of pre-operatively planning the case based on the unique profile of the patient, visually confirming and ordering of the patient-specific implant, and analyzing post-operative imaging against the case plan. Medicea is leading the way in personalized surgery in the spine market with the UNiD Rod and plans to expand it to a full range of implants.

At Medicea, the UNiD Lab Spine Specialist is the link to providing surgeons “Personalized Spine.” To support our UNiD Patient Specific Rod growth in the US market, Medicea USA is hiring UNiD Lab Spine Specialists to increase our proximity with spine surgeons and support the functions of the lab.

The candidate needs to fulfill 3 key criteria:

- With Medicea USA’s focus on complex spinal deformities and patient specific implants, the candidate must:
 - Be knowledgeable on basic anatomy and physiology concepts, with the ability to quickly learn complex spine, spinopelvic and sagittal alignment parameters.
 - Be able to become proficient at using surgical planning software to view, measure and analyze x-rays, in order to plan patient specific spinal implants.
 - Be able to intelligently interact with surgeons and staff to promote product and train staff on how to get started. Candidate must have strong attention to detail in collaboration with surgeons to simulate surgical planning in software.

Profile:

Requirements:

- Bachelor’s Degree in Biomedical Engineering, Physical Sciences, or related medical field (0-2 years post-graduation)
- GPA of 3.5 or higher
- Candidate will be based in NYC (Medicea USA headquarters)
- Willing to travel up to 60% for initial surgeon set-up

Skills:

- Ability to create and develop strong & positive relationships with both orthopedic surgeons and all hospital personnel
- Possesses basic anatomy and physiology knowledge but can quickly learn complex spine and surgical planning skills
- Strong computer skills with the aptitude to become proficient in using surgical planning software
- Detail oriented with the ability to work under pressure

Duties / daily activities:**Road map of tasks to convert surgeon:**

- Travel to surgeon meetings to promote the UNiD product, sell the concept, and be the technical expert to support the sales team
- Train surgeons and staff on how to share x-rays and the surgical planning process
- Collaborate with surgeons to acquire all necessary case planning information
- Use software to measure X-Rays and simulate surgical plan
- Collaborate with surgeons to finalize surgical plan and request approval to order patient specific rods
- Be present in the Operating Room for surgeon's first UNiD rod case to advise as expert and to obtain key feedback on the product and planning
- Follow up to receive post-op X-Rays, create post-op analyses, and provide to surgeons

Other Duties/ Daily activities

- Measure and simulate surgical plans in software
- Track all aspects of the process from initial surgeon interaction to delivery of the rod for surgery
- Track and analyze surgeon preferences and feedback to improve UNiD lab planning
- Focus sales efforts to drive UNiD product sales and follow up with surgeons directly

If you are interested, please send your resume with an introduction letter to:

customerserviceusa@medicrea.com