



AVATAR MEDICAL

Clinical Solution Specialist

France, preferably Paris

AVATAR MEDICAL SAS is an exciting new MedTech start-up that radically enhances the manner in which surgeons prepare their surgeries.

Based on technology developed at the **Institut Pasteur** and **Institut Curie** (<https://diva.pasteur.fr/>), **AVATAR MEDICAL** uses advanced image processing algorithms coupled with virtual reality (VR) to transform medical images (e.g. CT-scans, MRI) into lifelike patient avatars. This vehicle grants surgeons an excellent understanding of their patients' pathology via an immersive and interactive VR experience. Our technology is meant to facilitate communication between radiologists and surgeons, allowing a more efficient and rapid surgical planning. Our technology has been recognized with numerous scientific and medical journal publications and **AVATAR MEDICAL** is a laureate of the prestigious BPI i-Lab Competition for innovative startup companies.

AVATAR MEDICAL's leadership team consists of passionate French and American co-founders with proven experience in tech entrepreneurship, sales, marketing and scientific research. Our technology, being commercialized between France and the USA, is developed by a talented team of physicists and software engineers who work closely with the **Decision & Bayesian Computation Laboratory** at **Institut Pasteur** (member of the **Paris Artificial Intelligence Research Institute, PRAIRIE**) and the **Breast Cancer, Gynecologic Cancer and Reconstructive Surgery Unity** at the **Institut Curie**.

We are recruiting a **Senior Clinical Solution Specialist** to support the sales and implementation of **AVATAR MEDICAL** to hospitals and medical schools in France and in Europe.

This position is a unique opportunity to contribute to the development of an innovative solution that can unlock the power of medical images for surgeons, patients and medical students, thus dramatically aiming to improve patient care.

Roles

- Act as main technical interface with prospects and customers
- Support the definition of the imaging protocols to improve visualizations
- Understand the clinical and technical needs of customers to help them
- Act as Project Manager for the customer:
- Put together solutions to demonstrate and deploy the AVATAR solution at customer sites
- Act as a liaison with AVATAR's development team for any technical issues
- Coordinate any technical pre or post-sales communications between AVATAR and different hospital departments (radiologist, surgeons, IT, etc.)
- Train customers on-site
- Gather technical feedback on AVATAR hospital processes and AVATAR usage
- Ultimately convince prospects during the demo
- Support AVATAR Marketing (market intelligence, technical data, etc.)
- Support AVATAR regulation team
- Participate to the User Documentation
- Contribute to the product roadmap by providing feedbacks from the customers



Expected Qualifications and Experience:

- Radiology technician degree or degree related to medical imaging
- 1-year experience as a radiology technician or in the medical imaging space in a technical role
- Experience as a sales engineer for a medical imaging company is a plus

You will be a good fit to join our team if:

- You have the technical acuity to understand CTScan, MRI imaging, 3D reconstruction
- Your level of English (level B2) enables you to communicate with the US team
- You want to contribute to an improved patient care
- You are looking for your next venture with an ambitious team
- You love solving technical and imaging problems
- You enjoy spending time with healthcare practitioners and learning from them
- You have a geek side :-)
- You are a doer and are not afraid to get your hands dirty
- You are a team player and know how to best work as a team to close deals and answer customers needs
- You are used to work remotely in different time zones

Contract Type

Contrat de consulting

ou Contrat à Durée Indéterminée (full-time permanent position)

Location

The position will be located at Institut Pasteur (25-28 rue du Docteur Roux, Paris, France) and will involve a lot of travel abroad including to the USA.

Remote Working

In light of the COVID-19 pandemic, the position will be partially remote depending on the sanitary situation in the Ile-de-France region.

Contact

Please contact jobs@avatarmedical.ai with your

- Resume
- 3 References