

ReCor Medical

Ultrasound Denervation Therapies

Vice President, Therapy Development - West

Department: Commercial

Reporting to: General Manager, Commercial Operations – North America

Location: US

Workplace Type: Hybrid Schedule with occasional travel to headquarters and field

Expected Travel: Up to 80%

About ReCor Medical

At ReCor Medical, we are pioneering Ultrasound Renal Denervation (uRDN) therapy to treat hypertension, the leading cardiovascular risk factor in the world. With our Paradise™ uRDN System, we're on a mission to provide the millions of people who suffer from hypertension with a non-drug and minimally invasive option to lower their blood pressure safely and effectively. Join us on our journey and make a meaningful impact on the lives of people around the globe.

Position Summary

The primary responsibility of the VP of Therapy Development – West will be to execute on ReCor Medical's Outreach and Education vision to ensure patients with uncontrolled hypertension in need of treatment become aware of this new ground-breaking option. The Vice President of Therapy Development will lead the team of Therapy Development Consultants who will be responsible for developing and maintaining relationships with key physicians and site-specific stakeholders to achieve company objectives. The Vice President of Therapy Development will work as a team with the Vice President of Sales to execute on the commercial targets and plans.

Responsibilities and Duties

- Lead the team of Therapy Development Consultants that will launch Paradise (Ultrasound Denervation System), the first ever renal denervation product into the market.
- Work closely with senior management to set the culture and strategic direction.
- Prepare the strategy for clinical awareness activities and plans that the Therapy Consultants will follow.
- Work closely with the VP of Sales to achieve company goals and revenue targets.
- Recognize, hire, train, develop, coach, and retain a high caliber team who is committed to excellence in performance, people management, customer care and partner relationship building.
- Work with the different society's leaders to incorporate clinical data and educational information into the meeting agendas and publications.
- Organize and lead advisory boards and drive the educational events focused on market development and therapy awareness.
- Partner with colleagues in Medical and Scientific Affairs and Marketing on key deliverables, health economic models, and working with the markets to plan and implement studies based on local business plans.

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- Prepare and deliver value-based evidence and market access-relevant training to internal stakeholders and external customers.
- Partner with corporate communications and function leads to develop franchise external positioning and messaging.
- Be able to identify and differentiate root cause of patient access restrictions between outreach and patient pathway.
- Establish an understanding of referral dynamics and how patient access may be restricted or delayed.
- Travel up to 80%

Requirements

- A Bachelor's or equivalent four (4) year clinical degree in Life Sciences or related field or equivalent work experience is required.
- Minimum of ten (10) years' experience as a commercial leader in the medical device Hypertension Pharmaceutical industry.
- Exercises judgment in planning and organizing work; monitors performance and reports status. - Uses best business practices to ensure success and cost effectiveness in areas of responsibility.
- Understanding of patient pathways and reimbursement models.
- Ability to execute sales tactics in a complex, multi-faceted environment.
- Thorough familiarity with medical device industry policies, operations and procedures.
- Ability to exercise judgment within generally defined practices and policies in selecting methods and techniques for obtaining solutions.
- Proven capabilities in delivering strategic marketing information.
- Expert verbal and written communication, interpersonal and presentation skills.

COVID-19 vaccination requirements

At ReCor Medical, we care, we collaborate, we challenge, and we create. Pursuant to these core values, we are focused on the health and safety of our employees, as well as the teamwork essential for innovation of our pioneering technology.

COVID19 vaccines are required for all ReCor US office employees effective June 10, 2021, as well as all new US office employees joining our company. Fully vaccinated persons are those who are ≥ 14 days post-completion of the recommended series of an FDA-authorized COVID-19 vaccine.

Equal Employment Opportunity

At ReCor Medical, we value bringing together individuals from diverse backgrounds to develop new and innovative solutions for patients. As an equal opportunity employer, we do not discriminate on the basis of race, color, religion, national origin, age, sex (including pregnancy), physical or mental disability, medical condition, genetic information gender identity or expression, sexual orientation, marital status, protected veteran status, or any other legally protected characteristic.