## Intuitive Surgical

Intuitive is a global technology leader in minimally invasive care and the pioneer of robotic-assisted surgery. At Intuitive, we believe that minimally invasive care is life-enhancing care. Through ingenuity and intelligent technology, we expand the potential of physicians to heal without constraints

# da Vinci Clinical Territory Associate (m/f/d)

The Clinical Territory Associate (CTA) partners closely with the Clinical Sales Manager to develop expertise across the technical, clinical, and commercial aspects of surgical robotics. Through a structured development journey, the CTA will become a trusted da Vinci® Surgery specialist, supporting the growth of robotic-assisted surgery programs across a designated territory.

City: Brandenburg, Berlin, Potsdam; Starting date (earliest): At the earliest possible; Remuneration: 80.000 €; Reference number: JOB218289

### Tasks

- Case Support - be a resource to the surgical team by providing guidance, insight, and training on the use of the da Vinci® Surgical System.
- Product Demonstrations/In-Services- Lead all technical in-services for customers to include OR staff, surgeons, etc.
- Selling Activities- Contribute to Clinical Sales Manager team quarterly sales goals by helping influence behavior change in customers such as product demonstrations/in- services, OR selling activities, and customer support trainings.
- Customer Support - Support and or coordinate, under the direction of the local sales management team, regional sales and marketing development events that create system awareness and procedure adoption through product demonstrations/in-services and selling activities.
- Administrative Duties- Responsibly manage administrative tasks: reporting of sales/procedures, outcomes of sales activities, submission of expense reports, and assigned ISU on-line modules using company required software systems.
- Act as a Medical Device Consultant (Medizinprodukteberater) in Austria and Germany, after appropriate training, as per legal requirement and provide guidance, insight, and support in the proper handling of Intuitive medical devices.

### Requirements

- Completed degree in Business Administration, Industrial Engineering, Medical

Technology, or a related field, or equivalent relevant professional experience.

- Fluent in English and German is required.
- Ambition and strong work ethic.
- Ability to excel in a high-energy, fast-paced environment.
- Excellent interpersonal skills and persuasive communication skills.
- Proven ability to work effectively as part of a team.
- Ability to travel up to 70% within the assigned sales territory.

**Application**

Reference number: JOB218289
Contact person: Nicole Behringer

By internet: https://careers.intuitive.com/de/jobs/744000145359039/JOB218289/da-vinci-clinical-territory-associate-mwd/

More information at https://stellenticket.de/208166/UHB/
Offer visible until 04/12/26