



## Clinical Educator

Medimaps Group develops and provides innovative diagnostic solutions that enhance clinical decision-making. Our flagship product, TBS Osteo, is an FDA-approved software solution that enhances bone health assessment by integrating with DXA (dual-energy X-ray absorptiometry) scans and FRAX reports to provide a detailed fracture risk analysis based on bone microarchitecture. We are dedicated to transforming how healthcare professionals assess and treat patients at risk of osteoporotic fractures. Join us to make a difference in patient outcomes through education and innovation.

**Position:** Clinical Educator

**Location:** Ideally located on the US East Coast or within the Eastern Time Zone Area

**Start Date:** ASAP

**Contract:** Full time employment, remote/hybrid from US based Home Office

**Travel:** Extensive local travel (30-50%) to physician offices, DXA centers, and conferences. Occasional weekend or evening hours may be needed for conferences or CME events.

### Mission

The Clinical Educator (CE) will play a critical role in supporting Medimaps' growth in the US market by educating referring physicians and driving awareness of TBS Osteo. Reporting to the Medical Science Liaison and supporting the US Sales team, the CE will provide education to primary care physicians, gynecologists, endocrinologists, rheumatologists, and internal medicine specialists on the benefits of TBS Osteo combined with DXA scans. This role will involve boots-on-the-ground education efforts, with the goal of activating the referring physician market to increase patient demand for DXA scans that include TBS Osteo fracture risk assessments. The Clinical Educator will engage directly with physician offices, support physician education initiatives, provide materials for both physicians and patients, facilitate "lunch and learn" events for large referring practices, attend targeted physician conferences in collaboration with the sales team, and support the MSL with planned CME events in the assigned region.

### Key Responsibilities

- Visit referring physician offices within assigned territory to provide education about TBS Osteo, its benefits, and its integration with DXA and FRAX reports.
- Build awareness of TBS Osteo as an essential tool for fracture risk assessment based on bone microarchitecture.



- Deliver high-quality educational presentations and materials to healthcare professionals in specialties such as primary care, gynecology, endocrinology, and rheumatology.
- Coordinate with the Medical Science Liaison to deliver Continuing Medical Education (CME) programs led by local Key Opinion Leaders (KOLs).
- Provide tailored educational content to meet the needs of physician groups, both in person and virtually.
- Distribute patient-friendly materials to aid physicians in explaining TBS Osteo benefits during consultations.
- Work closely with the Account Executives (AEs) to align educational efforts with strategic sales goals.
- Use insights from field interactions to provide feedback and support to the sales and marketing teams.
- Represent Medimaps at targeted physician conferences, delivering education about TBS Osteo.
- Assist in planning and executing conference activities in coordination with the sales team and marketing.
- Collaborate with sales using the data insights from company proprietary software to identify high-volume DXA centers and their referring physicians for targeted territory planning.
- Create and execute a strategic plan for customer interaction and educational efforts based on physician referral patterns and patient volumes.
- Educate referring physician offices on the reimbursement pathway for TBS Osteo, ensuring understanding of coverage and billing codes.
- Act as a resource for questions related to coding and reimbursement and collaborate with the MSL and Medimaps Market Access team to address reimbursement challenges.

### What do you need to succeed?

#### **Education and Experience:**

- Bachelor's Degree in a healthcare-related field (e.g., Nursing, Radiologic Technology, Health Sciences) or equivalent experience.
- Preferred: Certified DXA Technician, ISCD certified Radiology Technician or prior experience in bone health, mammography, MRI, ultrasound, or X-ray diagnostics.
- Minimum of 3-5 years of experience in clinical education or a related role, with a solid foundation in clinical operations and patient care.
- Understanding of healthcare reimbursement in the U.S., including billing and coding (e.g., CPT).



### **Skills and Competencies:**

- Knowledge of DXA technology and bone health diagnostics is a plus.
- Exceptional communication and interpersonal skills, capable of effectively conveying complex medical information to diverse audiences.
- Demonstrated ability to work independently and manage territory-based travel.
- Experience in delivering educational programs and presentations.
- Familiarity with FDA-approved diagnostic products is a plus.
- Proficiency in Microsoft Office Suite; experience with CRM systems is a plus.
- Strong ability to deliver compelling and interactive presentations
- Fundamental understanding of the U.S. insurance and billing landscape

### **Work Environment and Travel**

- Remote position based in a major US city, ideally on the East Coast, with extensive local travel (30-50%) to physician offices, DXA centers, and conferences.
- Occasional weekend or evening hours may be needed for conferences or CME events.

### **What can you expect from us?**

- As we work to develop patient centric solutions, we also work hard to care of our teammates' professional development, personal growth and well-being. As an key member of our CARI Team, you will be given every opportunity to make your mark and contribute it medimaps success in the USA.
- The security of working in an innovative and successful company with a sustainable business model.
- The opportunity to work on cross functional projects across teams and country-borders.
- Working with an international, multi-cultural and socially responsible company with meaningful corporate values and an inspiring mission.
- Working with a genuinely great bunch of talented, professional and friendly people, who work hard but know how to have fun and make work a real pleasure.
- An exciting company mission that brings together science and technology to directly impact the lives of patients.

### **Apply Now!**

If this sounds like the opportunity you have been waiting for, please don't hesitate to get in touch at [HRTeam@medimapsgroup.com](mailto:HRTeam@medimapsgroup.com) . Apply now for a meaningful career that will really make a difference to you and the people around you. We are really looking forward to receiving your application and getting to know you better!



Medimaps are an equal opportunity employer celebrating diversity and committed to creating an inclusive environment for all employees.

**Timeline:** Please note that the hiring process may take a few weeks. We value your application and promise to get back to you as soon as we possibly can. Thank you in advance for your patience.

**Data Privacy:** By submitting your application, you agree to share your personal data with the medimaps group, solely for the purpose of recruitment and employment-related evaluations. Your information will be handled in accordance with applicable data protection laws and will only be used for assessing your suitability for this and potential future positions within the Company. All personal data provided will remain confidential and will not be shared with third parties without your prior and explicit consent. You have the right to withdraw your consent or request access to your data at any stage of the recruitment process.

**Screening questions – please answer and copy to your email application**

1. What are your realistic annual salary expectations for this role?
  2. Do you have specialized knowledge in bone health and osteoporosis?
  3. Are you a US citizen or do you have a valid authorization to work and live in the US?
  4. If you are successful, how many months notice do you require for your current employer?
  5. Have you completed an MS or equivalent Clinical Qualifications?
  6. Have your a PharmD, PhD or MD?
  7. Have you a nursing degree?
  8. Have you experience as a Physicians Assistant?
  7. Are you familiar with US regulatory and compliance requirements for SaMD?
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