

**ISI Position Title:** ION Endoluminal Territory Associate  
**Job Function:** Clinical Support  
**Location:** U.S.  
**Reports to:** ION Endoluminal Sales Manager

Joining Intuitive means joining a team dedicated to using technology to benefit patients by improving surgical and diagnostic efficacy and decreasing procedure invasiveness, with patient safety as our highest priority.

### **Primary Function of Position**

The U.S. **ION**® Endoluminal Territory Associate reports to the U.S. **ION**® Endoluminal Sales Manager (ESM). The **ION**® Endoluminal Territory Associate plays a critical role in the early adoption of the Ion® platform in expanding access to minimally invasive care for lung biopsy. This individual will be primarily focused on supporting early sustainable users and programs and the development of KOL's and programs that can highlight the early clinical, economic and strategic value of **ION**®.

### **Roles and Responsibilities:**

- Provide procedural support to new users to promote safety and effective progression through their learning curves
- Support training activities to include in-services, training labs, attend first case series and development of teams and programs
- Become a clinical expert in the pulmonary oncology space
- Work alongside ESR's to collaborate with senior hospital staff and key physicians in the development and execution of a plan to effectively integrate Ion® at new customer sites, ensuring ongoing commitment to and utilization of the system
- Facilitate critical user and procedural data capture to create effective QTI and benchmarking metrics
- Collaboration with daVinci local sales teams to ensure consistent alignment and communication with internal and external stakeholders
- Responsibly manage administrative tasks, SFDC management, submission of expense reports, etc.

### **Core Competencies, Skills and Experience Requirements**

- Bachelor's degree or equivalent experience required
- A minimum of 1 year sales experience, leadership experience or clinical experience

- Demonstrated ability to manage complexity and work in an environment of change
- Effective communication and interpersonal skills
- Ability to excel in a high-energy, fast-paced environment
- Ability to travel up to 60% and located near a major airline hub
- Knowledge of the Pulmonology/Bronchoscopy space environment is a plus

We are an AA/EEO/Veterans/Disabled employer.