



## **Position title: Clinical Executive, Peritoneal Dialysis**

**Location: Terengganu**

### **Responsibilities:**

- To support Area Head & territorial requirements, to ensure excellence in service in all areas of accounts (Hospitals, PD units & wards)
- To provide ongoing, close support to all accounts in the territory
- Promote and sell medical equipment, and consumable products to government, private, and NGO sectors, able to develop the long-term business relationships with existing and potential clients
- Initiate, coordinate and execute funding applications for patients
- Attend business reviews on a periodical basis to review accounts & territory performance
- Identify new business opportunities, customers, markets and potential products
- Manage other administrative tasks that will be assigned based on the business and department needs from time to time (inventory, database, competitor analysis among other key tasks)
- Organize/coordinate events/talks/seminars to customers/patients/clients
- To maintain highly respected relationships, within & outside the organization.
- To develop and support education programs & provision of clinical and product training to patients/customers in hospitals or at patient's home
- To conduct home visits at patient's home to ensure adequate follow up of their condition and therapy application
- To report patient's condition to the nephrologist and nursing team upon completion of each patient visit/assessment on time
- To provide advice and guidance to patients who require dialysis reimbursement in ensuring patient has uninterrupted dialysis treatment
- To ensure effective coordination between account's nursing team, customer services and logistics for timely & reliable home-care service & support
- To provide on-call support during and after office hours (after office-hours support will be based on clinical roster)
- To support patient care during high workload period or the absence of the other team members
- Any other tasks, support and territories as deemed required

### **Requirements:**

- Registered Nurse - Current State Registration
- Good command of English Language and Bahasa Malaysia with exceptional interpersonal & communication skills
- Ability to initiate, prepare & conduct Service and team meetings
- Self-driven and self-motivated, confident and possess pleasant personality
- Agility in role, responsibilities & planning
- Willing to travel extensively and provide out-of-hours service, including weekends
- Required to have own car and valid driving license
- Ability to apply administrative IT skills in daily activities, such as Windows applications - Word, Excel and PowerPoint

**If you are interested in this job position, please email your resume to [hr.my@fmc-asia.com](mailto:hr.my@fmc-asia.com)**