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| JOB TITLE: | **Clinical Adoption Executive** |
| LOCATION: | **No Fixed Location but roles will be allocated on a regional footprint basis** |
| REPORTING TO: | **Medical Director** |
| Role: | |
| * Build relationships with CCIOs, CNIOs, senior clinicians and executive management of Trusts to promote the value proposition of the System C integrated product portfolio and blueprint and the benefits that the current and future projects will bring to the organization * Identifying potential up-sell opportunities or issues that may jeopardise renewals and coordinate approach with relevant Account Manager. * Work closely with and provide clinical support to the deployment project teams to facilitate a smooth implementation of clinical solutions * Liaise with organisations to define future state and workflows to inform clinical adoption and roll out * Work with customers to identify and ensure they deliver measurable process and outcome improvements through implementation and use of our software solutions * Support the deployment team with the ongoing development of a standard clinical deployment methodology for the integrated clinical product suite * Retain a detailed knowledge of the System C clinical product portfolio with the ability to walk customers through the workflow and all aspects of the functionality. * Provide onsite clinical expertise when required to client /project teams * Undertake product solution demonstrations for the client clearly presenting both the operational and clinical benefits of the solution * Provide clinical input and feedback to product managers and Director of Clinical Product Strategy about clinical product design and workflows * Provide clinical input and feedback to the Clinical Safety team about any safety related issues with clinical product design, workflows or deployment * Interface with service delivery managers to highlight and prioritise potential issues which will prevent clinical adoption * Liaise with account management where contract change notice may be required to support clinical adoption | |

Person Specification

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|  | Required | Desired |
| Qualifications | * Ability to travel; * Educated to Degree Level or equivalent. | Nursing qualification |
| Experience | * Experience of working in the NHS at a senior level * Experience of managing a range of stakeholders at various levels * Experience of change management in health care setting * Experience of building relationships with customers/ stakeholders in a range of complex settings. * Experience of implementing clinical IT systems | Experience of working in Healthcare Improvement  Experience of Project Management and delivering projects to time and budget  Experience of managing others |
| Knowledge | * High level knowledge of NHS and health care agenda (current and ongoing) * Patient Safety and Quality Agenda * Techniques to deliver health care improvement. | Software development and testing processes |
| Skills | * High level interpersonal skills * Ability to provide effective supervision of others. * Excellent project planning skills * Excellent networking skills; * IT/analytical skills; * Advanced communication and presentation skills; * Advanced Opinion Leader advocacy/development; * Ability to balance conflicting priorities | Selling skills. |
| Attributes | Smart appearance, articulate, positive work ethic, enthusiastic and passionate about products, confident, results focused, team player. |  |