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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
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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 ImprovementExperience 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. |   |