



# Global Training Manager—Equipment & Accessories

## Location: Europe

### **COMPANY OVERVIEW**

BVI® is a global ophthalmic medical device manufacturer with a mission to deliver high quality solutions and innovation for advancing eye surgery and improving the vision of patients. With nine decades of developing leading products and solutions, BVI partners with ophthalmic surgeons to improve the vision of millions of patients across the globe. Our team supports surgical teams, in more than 115 countries worldwide, either directly or through our network of trusted distributors. Our trusted brands include: Beaver® (Knives and Blades), Visitec® (Cannulas), Malosa® (Single-Use Instruments), Vitreq® (Vitreoretinal Surgical Products) and PhysIOL® (Premium Intraocular Lenses).

### **PURPOSE**

The Global Training & KOL Manager—Surgical Equipment and Accessories is responsible for global commercial (direct, indirect, and customer service) and healthcare practitioner (HCP) training programs for the BVI Equipment and Accessories portfolio for cataract and vitreoretinal procedures. Additionally, as a key member of the Global Education Team, this person acts as a cross-functional liaison between BVI and HCPs utilizing clinical, surgical, and technical expertise to support BVI strategic decisions, identify and develop product advocates, lead investigator training initiatives, guide product development, and support product launches for new technologies.

### **RESPONSIBILITIES**

- Collaborates with cross-functional leaders and global training team assess training gaps, ensure consistency and efficiency in learning initiatives, and provide a positive learning experience for associates
- Develops, tailors and delivers portfolio training programs diverse audiences with varying levels of clinical and technical knowledge, focusing on surgical, clinical and technical information as well as key marketing messages, features and benefits, and consultative selling
- Fosters internal team effectiveness to ensure quality live, virtual, and in-field training of new and established territory managers and customer service reps



- Identify surgeons with advocacy potential and develop relationships to harness engagement in product development, clinical research, marketing evaluations and peer-to-peer advocacy programs
- Acts as liaison between BVI and HCPs

### **REQUIRED KNOWLEDGE, SKILLS AND ABILITIES**

- Knowledge
- Deep hands-on understanding of cataract and vitreoretinal surgical procedures and planning, clinical and surgical patient flow, ocular diagnostics, OR protocol, Patient Privacy Guidelines, and reimbursement environments
- Knowledge of adult learning principles applied through multiple delivery methods (live, virtual, video, online, social learning etc.) as well as learning management system technology and administration
- Clinical trials knowledge would be beneficial

### **Skills**

- Robust facilitation, coaching and consulting skills across a variety of people and cultures
- Strong leadership success driving large-scale, organization-wide projects and changes
- Demonstrated ability to assess and to translate business strategy into leading-edge training programs.
- Abilities
- Attentive listener and communicator with absolute mastery of English language
- Learning agility to acquire/apply new practices and information in a fast-paced, constantly changing environment
- Ability to work in a complex global framework, both autonomously and within a team environment
- Aptitude to integrate divergent information and develop project plans and actions
- Behaviors
- Team player with demonstrated strong interpersonal skills and ability to build effective working relationships throughout all levels of the organization
- Quickly and consistently establish rapport and collaborate effectively with internal and external stakeholders
- Works well under pressure while meeting company timelines



### **MINIMUM REQUIRED EDUCATION AND EXPERIENCE**

- Bachelor Degree with medical or life science focus or allied healthcare certification plus minimum 7 years of clinical work experience
- Strong business background with minimum 7 years work experience in Ocular Surgery Sales, Marketing, and/or Training roles

### **PHYSICAL REQUIREMENTS**

- Extensive use of keyboard requiring repetitive motion of fingers.
- Extensive use of telephone, video, and face-to-face communication requiring accurate perception of speech.
- Regular sitting for extended periods of time.
- Regular standing for extended periods of time.
- May require up to 60% international travel

*BVI is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.*

*The above information on this description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.*

*Important notice to Employment businesses/ Agencies*

*BVI does not accept referrals from employment businesses and/or employment agencies in respect of the vacancies posted on this site. All employment businesses/agencies are required to contact BVI's human resources department to obtain prior written authorization before referring any candidates to BVI. The obtaining of prior written authorization is a condition precedent to any agreement (verbal or written) between the employment business/ agency and BVI. In the absence of such written authorization being obtained any actions undertaken by the employment business/agency shall be deemed to have been performed without the consent or contractual agreement of BVI. BVI shall therefore not be liable for any fees arising from such actions or any fees arising from any referrals by employment businesses/agencies in respect of the vacancies posted on this site.*