

Let's get birth right!



Want to make a real impact on the lives of many newborn babies and their families?

We are Concord Neonatal®. We exist to help babies to win in the first minutes of life. Especially the ones that are born too soon or those who need extra support. The Concord Birth Flow® with the Concord Birth Trolley® is the first step, allowing to wait with cutting the umbilical cord until the baby is fully stable. A shock-free birth for every baby is our mission.

We are a startup company spun-out of Leiden University Medical Center. We have launched our brand-new product and are now focusing our activities on sales and marketing towards growth and scale-up. Our goal for the next years is to implement the Concord Birth Flow in a growing number of hospitals across the world. We are therefore looking for a:

Clinical Trainer (0,6 – 1,0 fte)

Your role

As clinical trainer, your main responsibility is to ensure that customers successfully implement and perform the Concord Birth Flow and achieve desired outcomes, by performing clinical training, education and clinical support activities. In this role you will:

- Work with customers to define workflow and protocol adjustments;
- Organize, plan, facilitate and conduct remote and onsite clinical training to implement the Concord Birth Flow;
- Support existing customers by providing clinical support and continuous training, follow-up on customer clinical questions and issues;
- Provide customer feedback to the Concord Neonatal team, for Post Market Surveillance and Complaint handling;
- Provide and facilitate pre-sales clinical training and education, including workshops and demonstrations;
- Work cooperatively with sales in management of sales leads.



Your experience & competencies

We are looking for a team member who shares our enthusiasm for improving birth, someone who believes as strongly as we do that this new care approach should become standard of care worldwide. You will be a key member of the team to make this happen. You have following classifications:

- Minimally bachelor level education or degree in nursing, preferably in obstetrics or neonatology;
- Clinical application knowledge of labor & delivery and ideally you are working / have worked in labor & delivery or neonatology;
- Experience in providing clinical application training and education, preferably as NLS trainer is preferred;
- You thrive in a start-up environment: You enjoy the dynamics and variety of activities and you are flexible and resourceful;
- Your German and English is fluent;
- Willing to travel, approx. 30-50% of the time, mostly within Europe;
- You are a 100% committed to customer success and patient impact.

We are offering

- An inspiring, broad and challenging international role in a dynamic start-up environment;
- Work as part of a motivated team, driven by our mission to give babies a shock-free birth;
- The unique chance to contribute to realizing an innovation with a great impact on babies and their families;
- The possibility to perform this role part-time and combine this role with your clinical job.

Do you believe in our mission as much as we do and are you eager to make an impact together with us? Please reach out to Rianne Rotink via jobs@concordneonatal.com with your CV and motivation letter or call +31 (0) 6 42559493.