Clinical Account Manager - IRRA*flow*®/Neurocritical Care

Reports to: Director, Global Segment Leader, Therapy & Access	Department: Clinical

Basic Functions:

Summary of Role:

ClearPoint Neuro is looking for a clinically credible, commercially minded Clinical Account Manager to help build the German market for IRRA*flow*®, our therapy platform for neurocritical care. This is a field-based growth role for someone who enjoys working directly with physicians, ICU nurses, and hospital teams while helping bring an innovative therapy into routine clinical use.

In this role, you will be part of the broader ClearPoint Neuro organization, a growing international device, cell, and gene therapy-enabling company within the neurosurgery and neurocritical care space. You will play a central role in expanding IRRA*flow* adoption across Germany by supporting new site activation, growing utilization in existing accounts, and building strong clinical relationships in Neuro ICU environments.

Location: Field-based, Germany; preferred home location in the Frankfurt area or further north.

Estimated Salary Range: Base salary of €60,000 to €75,000 gross per year, plus performance-based variable pay tied to territory growth and product utilization. Company car for business and private use.

What You Will Do:

- Build and grow the German IRRA*flow* market by developing new customer sites and expanding utilization within existing accounts.
- Lead clinical onboarding, education, and implementation activities for Neuro ICU teams, including physicians, nurses, and other clinical users.
- Support customers in establishing sustainable IRRA*flow* therapy programs rather than one-time or isolated product use.
- Develop relationships with neurointensivists, neurosurgeons, ICU nursing leadership, hospital administration, procurement contacts, and other key stakeholders.
- Identify barriers to adoption and work with customers to improve training, workflow integration, and routine product use.

- Communicate the clinical, operational, and economic value of IRRA*flow* in a clear and credible way.
- Track and forecast account activity, customer progress, opportunities, and territory growth using company systems.
- Represent ClearPoint Neuro at customer meetings, workshops, congresses, and professional events relevant to neurocritical care.

What We Offer:

- A key role in building the German market for IRRA*flow* as part of ClearPoint Neuro's European growth strategy.
- The opportunity to join a growing international medtech organization focused on neurosurgery and neurocritical care.
- Competitive compensation package including base salary and performance-based variable compensation focused on territory growth, customer adoption, and utilization expansion.
- Company car for business and private use.
- Regular training, professional development, and close collaboration with European and U.S.-based colleagues.
- A high-impact, field-based role with autonomy, customer ownership, and the ability to influence how a new therapy is adopted in Germany.

Qualifications:

Required Experience:

- At least 3 years of clinical hospital or medical device experience.
- Track record of growing product adoption and case volume (preferred).
- Proficiency with CRM tools (e.g., NetSuite) and Microsoft Office.

Education:

- Bachelor's degree or equivalent work experience.

What We Are Looking For:

- Clinical background or strong clinical experience in ICU, neurocritical care, neurosurgery, medical technology, nursing, or a related hospital environment.
- Commercial aptitude and interest in helping grow a territory through both new account development and expansion of existing customer relationships.
- Ability to build credibility with physicians, nurses, administrators, and purchasing stakeholders.
- Experience with medical devices, hospital sales, clinical applications, customer training, or product implementation is preferred.

- Familiarity with neuro ICU and OR navigation workflows, external drainage, neurosurgical patients, or neurocritical care is a strong advantage.
- Strong communication, negotiation, presentation, training, and problem-solving skills.
- Independent, structured, and hands-on working style suited to a field-based growth role, with the ability to work well in cross-functional teams.
- Fluent in German and English, both written and spoken, is required. Fluency in additional European languages is a plus.
- Willingness to travel frequently (>50%) across Germany and occasionally internationally, including occasional after-hours support.
- Must have a valid driver's license.

Other Training and Certifications:

- N/A

Contact: cosswald@clearpointneuro.com to apply