Clinical Specialist (IRRA*flow*®) – Chicago, Illinois

Reports to: IRRA*flow* Clinical Operations Manager	Department: Clinicals

Summary of Role at ClearPoint Neuro (CLPT):

The Clinical Specialist will function within the commercial division of the organization to support the product launch and training for the IRRA*flow* product. This role's primary responsibility will be to support the achievement of the company's defined sales revenue targets by providing world class education, training, and product support to Neurosurgeons, Neurointensivists, and Neuro ICU Nurses.

The Clinical Specialist will work closely with Clinical Account Managers and Regional Business managers and use their clinical experience and deep IRRA*flow* product knowledge to promote and drive product adoption. A close working relationship with the management team is required with this role to ensure that appropriate training is provided to targeted accounts at various stages of the product launch process. This collaborative relationship shall work to assess the technical/clinical needs of the customer and develop a tailored training plan, which will then evolve regularly after ongoing review of the account's progress.

In addition, the Clinical Specialist will play a key role after a successful product launch to support case coverage and to build and maintain strong relationships with physicians, residents and nursing teams. A dedication to providing excellent customer service and support, addressing inquiries and resolving issues promptly is crucial to this role.

Location:

(Hybrid) This is a full-time field-based position that requires frequent travel to customer sites, and will be able to visit headquarters as needed.

We are currently looking for personnel in the area of Chicago, Illinois.

Pay Range: $85K-$115K/year

This range reflects the expected base salary for this role. Final compensation will be based on qualifications, experience, and other job-related factors permitted by law.

What We Offer:

- ***Competitive Compensation:*** Attractive salary and benefits package.

- ***Meaningful Impact:*** Contribute to projects that make a meaningful difference in patient care and quality of life.
- ***Collaborative Culture:*** Join a team of passionate professionals dedicated to making a difference.
- ***Innovative Environment:*** Work on cutting-edge technology that has a direct impact on improving people's lives and well-being.
- ***Professional Growth:*** Regular training, professional development, close collaboration with colleagues, and opportunities for continuous learning.

About ClearPoint Neuro:

ClearPoint Neuro is dedicated to transforming the treatment of neurological disease by enabling safe, precise, and repeatable delivery of therapies to the brain. Through our platform technology, we support clinicians and scientists worldwide in bringing innovative treatments to patients with serious and often underserved neurological conditions. We are headquartered in San Diego, with manufacturing, office, and laboratory operations across locations in the San Diego and greater San Diego area.

In late 2025, we expanded our platform and capabilities through the acquisition of IRRAS, a company focused on advanced neurocritical care solutions.

This is an exciting time to join ClearPoint Neuro, with meaningful opportunities to contribute across a growing organization and help drive the next chapter of innovation in neurological care.

Essential Job Functions:

- Successfully leads the onboarding process for new accounts, ensuring smooth implementation and client readiness.
- Demonstrates mastery of product knowledge and clinical applications, serving as a trusted expert for clients and as a key evaluator and trainer for new hires.
- Drives increased utilization of IRRA*flow* technology among clients, contributing to measurable sales growth.
- Works closely with sales professionals in target accounts by conducting regular visits to assigned hospital targets to ensure the effective use and adoption of products.
- Identify and pursue new business opportunities.
- Support business objectives, inspire enthusiasm and confidence in product use and uptake, and increase the customer's clinical understanding of products.
- Delivers clinical education programs for priority/target accounts that will promote knowledge, increase product utilization, and increase account revenue.
- Provides field support for product and/or clinical questions from ClearPoint Neuro counterparts and customers.
- Build solid relationships with co-partnering sales associates. Provide customer training, case coverage, and clinical support.

- Acts as a liaison with key physicians and nurses in the ICU regarding clinical needs, patient management direction, and effectiveness of products. Maintains a high level of clinical, market and product knowledge.
- Stays updated on industry trends, clinical guidelines and advancements in neurocritical care.
- Operates with professionalism, passion, high visibility, and respected voice within the organization as expert that company's products, training materials, and marketing collateral meet the needs of neurocritical care customer base.
- Operates within defined budgets and strictly in accordance with corporate policies and procedures.
- May perform additional duties as assigned or directed by management for internal and external training.

Qualifications:

Experience/Education:

- Minimum of 3 years as a nurse in the Neuro ICU/ICU setting.
- Experience caring for patients with intracranial hemorrhage, traumatic brain injury and other neurosurgical conditions.
- Strong understanding of ICP monitoring, EVD management, CSF drainage, and neurocritical-care principles.
- Strong problem solving and critical thinking skills.

Required Skills:

- Consistently exemplifies ownership, collaboration, responsiveness, dependability, and thorough follow-through in all professional interactions.
- High level of personal and professional integrity and trustworthiness with strong work ethic and the ability to work independently with minimal direction.
- Excellent communications and presentation skills.
- Ability to work independently while collaborating effectively with cross-functional teams.
- Willingness to travel, be available to support training and patient treatments 24/7 as required.
- Strong skills in developing and delivering presentations (in lab, PowerPoint, individual training), solid knowledge of MS Office package.
- Experience interacting and coordinating multiple functions.
- Team oriented & self-motivated.

Required Competencies:

- *Impact Orientation* – Performs stated objectives and drives to make an impact on company goals and patients' lives.
- *Competitive* – Dedicated to a competitive spirit that supports the ClearPoint Neuro goal to be the premier Medical Device company in the industry.

- *Sense of Urgency* – Has the speed and agility dedicated to the company's goals and performance. Comfortable providing bedside clinical support during IRRA*flow* cases.
- *Confidence* - Confident in one's skills and abilities; pursues everything with energy; demonstrates the drive and a need to finish especially in the face of resistance or setbacks. Ability to explain complex clinical and technical concepts clearly to multidisciplinary audiences. Ability to educate physicians, nurses, APPS, residents and other hospital personnel on IRRA*flow* technology.
- *Multitasking* – Capable of performing multiple tasks over a certain period of time by executing them concurrently.

Please note that this position is listed as hybrid: Clinical Specialists will be required to travel to provide field support and visit headquarters as needed.

Contact: myra.michels@clearpointneuro.com to apply