



## **Clinical Affairs Director Europe to Q-linea AB in Uppsala**

Do you have broad experience in Clinical affairs within Life Sciences?  
Are you driven, prestigeless, and curious about new technologies?  
Are you looking for a position at a company with high ambitions where you can help save lives?  
Then you should apply for the position of Clinical Affairs Director Europe at Q-linea!

### [About Q-linea](#)

Q-linea AB is a public-listed diagnostic company focused on developing and delivering solutions to enable healthcare providers to diagnose and treat infectious disease in the shortest possible time. Our vision is to help save lives by, as an innovative pioneer, ensuring that antibiotics can be maintained as an effective treatment for future generations.

The company was founded in 2008 around technology developed by researchers from the Rudbeck Laboratory at Uppsala University, together with Olink Bioscience AB and Uppsala University's holding company UUAB. Q-linea today consists of a 100+ interdisciplinary and highly motivated team that conducts its operations in modern and well adapted premises in Uppsala Science Park and in Fyrislund.

### [Clinical Affairs Director Europe to the Clinical Value Department](#)

We are looking for a Clinical Affairs Director Europe to support Q-linea commercial team and business partners in the development of solid clinical strategies driving product adoption and increasing test utilization. This role will also be responsible for clinical training of internal and external stakeholders and will end up leading a team of clinical affairs liaisons as per business growth.

The Clinical Value department is being created from the ground up by the Chief Medical Officer and it is responsible for clinical strategy, generation of clinical outcome and economic benefit evidence and clinical support to Sales and other Q-linea functions.

The Clinical Affairs Manager Europe will:

- Assist the Commercial team with the identification and qualification of potential customers through the analysis of current clinical workflow and antibiotic stewardship protocols in use to manage patients with sepsis and severe infections.
- Present in a compelling and scientifically rigorous way the clinical value of the ASTar® system and the health and economic benefits resulting from its utilization to various clinical stakeholders.
- Assist in clinical implementation projects via guidance on process improvements, treatment algorithm optimization and development of measurable KPIs in support of stewardship initiatives.
- Assist customers to measure the clinical effectiveness of the ASTar® system.
- Lead clinical education/training of internal and external customers on the value of faster MICs as well as on relevant publications and available clinical data.
- Attend congresses to develop a clinical network and engage with current and prospect customers.
- Feedback customers' input to Marketing and Research teams regarding desired future product applications and assist with post-market surveillance.

### Who are you?

To be successful in this role, we see that you possess the following capabilities:

- Significant knowledge of clinical microbiology and infectious diseases combined with commercial awareness
- Result-driven, well organized and productive working "on the road" as extensive travel is required
- Excellent communication and interpersonal skills
- Effective presentation skills, both written and oral
- Excellent analytical and problem-solving skills
- Strong ability to work in a team
- Line management experience.

### Qualifications

- Degree in Medicine, Clinical Microbiology, Clinical Pharmacy or similar disciplines is required
- At least five years' experience in a similar role within the in-vitro diagnostics industry
- Sound knowledge of hospital workflows and patient management protocols
- Experience implementing new/rapid diagnostics in support of stewardship efforts
- Fluent in English and at least two more European languages
- Desirable knowledge of Swedish language
- Prior experience in Sales and/or Technical support position is desirable.

## Applications

Applications are sent to [careers@qlinea.com](mailto:careers@qlinea.com)

Mark your application with: Clinical Affairs Director Europe

For questions regarding the position, please contact the Chief Medical Officer at [tiziana.dimartino@qlinea.com](mailto:tiziana.dimartino@qlinea.com) or by phone at +46 (0)184443610.

The deadline for applications is 31<sup>st</sup> March 2020.

Selection and interviews may take place on an ongoing basis and the position may be filled before the deadline for applications.

Visit our website to read more about how we handle personal data, click on the link <https://www.qlinea.com/privacy-policy/>.