

# Medtronic

## Campus Recruitment – (2016) Batch (Only Eligible Students)

**PLEASE MAKE SURE YOU APPLY ONLY WHEN YOU ACTUALLY  
ARE AVAILABLE FOR THE DRIVE.**

Website	:	WWW.medtronic.com
Drive Date	:	9 <sup>th</sup> September 2016
Time	:	10 am
Venue	:	MEDTRONIC, SAS Tower, 4 <sup>th</sup> Floor, Sec – 38, Adjacent to Medanta, Gurgaon - 122001
Designation	:	Associate Technical Services Specialist
Salary Package	:	15 – 20K in Hand
Location	:	NOIDA Hired candidate would be required to stay in Mumbai for 2-3 weeks for Training.
Eligibility Criteria Criteria)	:	Graduate in Bio- Medical Engineering & Biotechnology (with no percentage
Job Description	:	

Executive – Patient services will be responsible for delivering on the AOPs of Services business models for patient services including MCLS (Remote Service Monitor), Pay-for-Service and EPG (External Pacemakers) sales. He or she will be responsible for providing world class technical services to patient on field. Primary areas of responsibility include:

He/She will work at various levels, from head office, back-end customer support center and the front end of the business and will be leading efforts oriented at:

- achieving AOP for all service and EPG
- Promotion of products and services under various service models to relevant stakeholders.
- customer management through active feedback from customers and running customer delight programs for products and services

## Scope of Work:

- Provide technical support required towards implant and post implant services towards various CRHF products.
- Determines customer service requirements by maintaining contact with customers; visiting operational environments; conducting surveys; benchmarking best practices; analyzing information and applications.
- Will be directly accountable for Sales of MCL units, Patient Service Contracts, EPG AMCs and CMCs and online selling of products.
- Territorial management to ensure adequate coverage of all implanting centers and customers.
- Ensure high levels of problem solving efficiency at the field level to take care of all kind of people and system related exigencies.
- Accomplishes MIS including patient information and review dashboards and derive actions to improve and take corrections as applicable and needed.
- Ensure sales and service effectiveness by collaborating with the SFE team and ensuring FOJT.
- Consistently needs to keep updating knowledge and skills to learn advancement in technology.
- Run promotional campaign and achieves targets set out by the marketing team.
- Active coordination with back end “Call Center” and patients as required.

## Documents Required (Mandatory)

1. Clipboard for Writing Exam – (Must Bring)
2. Campus ID Card (Mandatory)
3. College ID Card (Original + Photocopy)
4. Passport Size Color Photos - (5 Nos.)
5. Photocopies of all Mark sheets (X, XII, B.Tech All Semesters)
6. Updated Resume - (5 Nos.)
7. A4 sheets for rough work – (Min 10 Rough Sheets)

## **How to Apply?**

- **Apply only if you are unplaced and eligible for this Campus Drive.**  
**Please send your updated Resume at [sgupta13@amity.edu](mailto:sgupta13@amity.edu)**
- **Last date to apply for this Placement drive is 8<sup>th</sup> September 2016 by 4 pm.**

My Best Wishes

**Prof. (Dr.) Ajay Rana**

**Advisor & Director**