MDCalc is the #1 medical reference for clinical decision tools and content used by over 1.75 million HCPs globally, including more than 65% of US physicians, every month. Since 2005, MDCalc has been an essential part of the HCP's workflow at point-of-care to achieve better patient outcomes. Our evidence-based tools and clinical content written by physician experts support 50+ specialties and cover 200+ patient conditions, and we have a growing global presence with users in over 200 countries and territories.

Job Opening: Clinical Product Development

MDCalc is seeking a **full-time Director or Associate Director of Clinical Product Development**. You will use your familiarity of clinical information systems and processes to inform product development decisions, manage and identify useful collaborations and spearhead sales efforts to integrate our software into EHRs (Electronic Health Record) of healthcare systems. We'll look to you to analyze client needs, create clinical workflows, develop strategies tailored to each organization, and provide guidance throughout each integration project. This role is ideal for someone who would like to learn the ins and outs of managing multiple functional areas of a fast-growing business while also contributing meaningfully to the shaping and scaling of the company.

Working from our office in Flatiron, NYC and reporting to the CEO, the Associate Director/Director will work to:

- Build out our EHR sales and client relations team from the ground up while also working closely with our Product team to provide additional perspective and client insights
- Develop pitch materials and conduct software demonstrations for current and prospective EHR partners
- Cultivate relationships with new and prospective clients and liaise with hospitals and hospital systems (admins and informatics/tech teams) on clinical applications and assessments of EHR integration
- Coordinate and strategically grow our Scientific Advisory and Editorial Boards
- Oversee all content development and lead MDCalc's editorial process with our internal content team and broad network of expert (physician) contributors
- Work with Marketing team to maximize content development opportunities and create promotional marketing campaigns as they relate to cross-platform initiatives
- Analyze options for how to improve product monetization and collaborate in developing implementation plans
- Perform market and competitor research to identify opportunities for product differentiation and expansion

What we are looking for:

- Requirement: Master's or doctorate-level degree in a scientific or medical field (e.g. MPH, MS/MSc, MD, DO, PhD)
- Requirement: Experience working in a clinical medical setting or working with an EHR in a company setting
- Requirement: Strong interest in the healthcare field and in communicating/working with healthcare professionals
- Understanding of and passion for evidence-based medicine (EBM) and clinical decision support
- Excellent written and verbal communication skills
- Interest in working in a rapidly evolving start-up business environment and eager to learn new skills
- Project management experience coordinating work with multiple moving parts and collaborators is a plus
- Ability to apply creative/strategic thinking skills and work under pressure and within deadlines

What we can offer you:

- Make a difference working with a small and nimble team poised to change healthcare for the better
- Competitive benefits package: PTO, 401k, paid family leave, health insurance subsidy, etc.
- Potential for profit sharing and an ownership stake in the company
- Diverse and smart team of colleagues with medical, business, tech and entrepreneurial backgrounds

- Opportunity to rub elbows with high-level academic and practicing clinicians across many specialties
- Recognition on the MDCalc website and app, used by over one million healthcare professionals globally each month
- Perks such as educational credit, team lunches and outings, milestone celebrations, and more

Note that MDCalc is an **established start-up with an entrepreneurial environment**, so candidates should be prepared to be in a position to make a significant contribution to the company. The ideal candidate is a self-starter who can own a task, sustain motivation, and follow through to achieve results.

If you think you would be a good fit for the MDCalc team, please submit **your resume, a cover letter highlighting relevant experience, and at least TWO writing samples** to Caroline Altman (caroline@mdcalc.com)