

## **Structural Heart Commercial Manager - Germany (all genders)**

Full-time · Remote · Germany

### **About us:**

At TRiCares, we are dedicated to developing innovative, minimally invasive solutions for patients with failing tricuspid valves. We are a growth-stage medical device company developing Topaz, a next-generation transcatheter tricuspid valve replacement system designed to eliminate tricuspid regurgitation and improve patient outcomes.

As we advance our investigational device through early feasibility and clinical evaluation and prepare for commercialization in key European markets, we are building a high-caliber commercial organization to support long-term success. This is a unique opportunity to join a fast-growing MedTech company and contribute within a passionate, international team bringing breakthrough structural heart technology to patients.

### **About the Position:**

The Structural Heart Commercial Manager supports pre-commercial and early-commercial activities with a focus on market development, clinical engagement, and launch preparation. This field-based role requires strong clinical credibility and close collaboration with Key Opinion Leaders and clinical stakeholders to prepare the market for successful commercialization.

### **Key Responsibilities:**

- Build and maintain strong, trust-based relationships with leading structural heart centers, interventional cardiologists, cardiac surgeons, and KOLs
- Support ongoing clinical trial activities at investigator sites, ensuring high engagement and alignment with company objectives
- Serve as a primary commercial and clinical interface between TRiCares and clinical partners
- Assess market dynamics including referral pathways, reimbursement environment, procedural workflows, and hospital adoption barriers
- Develop and execute market development initiatives to raise awareness of tricuspid regurgitation and the benefits of the company's technology
- Identify and engage early adopters and centers of excellence to support future commercialization
- Collaborate closely with Clinical, Medical Affairs, Marketing, Market Access, and Regulatory teams to ensure alignment of local activities with global strategy
- Provide structured market insights and customer feedback to inform product development, clinical strategy, and commercial planning
- Contribute to commercial launch preparation, including account strategy, training concepts, and early commercialization activities
- Support early case observations and product evaluations once commercial use is approved

**Qualification and Experience:**

- Bachelor's degree in life sciences, engineering, or a related field; advanced degree or equivalent experience is an advantage
- Strong experience in structural heart, interventional cardiology, or related cardiovascular fields
- Proven background in market development, KOL engagement, clinical-facing commercial roles, or pre-commercial activities within MedTech or fast-growing environments
- Solid understanding of the German healthcare system, reimbursement dynamics, and hospital decision-making processes
- High clinical credibility and confidence interacting with physicians, clinical staff, and hospital administrators
- Self-motivated, adaptable, and comfortable working autonomously in a dynamic, evolving environment
- Excellent communication and presentation skills
- Fluency in German and English
- Willingness to travel extensively within the assigned territory and occasionally within Europe

**What We Offer:**

- The opportunity to make a direct impact on patient care by bringing a disruptive therapy to market.
- The opportunity to work in a truly international team, with talented and driven colleagues from around the globe
- A strong company culture rooted in collaboration, innovation, and purpose
- Excellent opportunities for personal and professional development in a fast-growing MedTech company
- A competitive compensation and benefits package tailored to your experience and contribution
- High level of autonomy and flexibility in a remote-first environment
- Regular team events and offsites to connect, celebrate successes, and foster team spirit
- An inclusive and respectful work environment where diversity is not only welcomed but valued

**Ready to make a difference?**

We look forward to receiving your application. Join us on our journey to transform patient care – one heartbeat at a time.

Apply now at: [HR@tricare.de](mailto:HR@tricare.de).