



LAUNCHCLOUD LABS

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Position Description: Clinical Sales Intern – FLEH Project

Project: FirstLight | EventHorizon (FLEH)

Company: LaunchCloud Labs (LCL)

Compensation: 16% Uncapped Commission per Contract

High-Ticket Earning Potential: Due to the high enterprise value of the FLEH system, **1-2 successful sales typically generate enough commission to cover an entire year's cost of living.**

Role Type: Performance-Based Practicum / Medical Device Sales

I. Corporate Overview & Mission

LaunchCloud Labs (LCL) is an R&D laboratory specializing in mission-critical technology. Our flagship medical device, **FirstLight | EventHorizon (FLEH)**, is an AI-driven recording and real-time triage system designed for ambulances. FLEH utilizes on-device AI to generate structured medical narratives and is approved for integration with the Epic EHR system via SMART on FHIR.

II. Role Objective & Learning Outcomes

The Clinical Sales Intern will lead the market expansion of the FLEH system to EMS providers, private ambulance fleets, and hospital networks. This role is designed for students seeking to master **Technical Medical Sales** and **Clinical Value Proposition** development.

Primary Learning Outcomes: The intern will develop advanced competencies in the medical device sales cycle, HIPAA-compliant marketing, clinical stakeholder management, and performance-based business development.

III. Core Responsibilities

- **Market Outreach:** Identify and engage key decision-makers within EMS agencies and hospital trauma centers.
- **Clinical Demonstrations:** Present the FLEH system's value proposition, focusing on how its AI-driven narratives improve triage accuracy and reduce charting time for clinicians.
- **Contract Lifecycle Management:** Manage the sales pipeline from initial contact to contract execution. Utilize a performance-driven approach to meet and exceed growth targets.
- **Incentive Structure:** This is a commission-only role offering a **16% commission** on all signed contracts. There is no cap on earnings, providing a direct link between effort and financial reward.
- **Reporting:** Maintain detailed activity logs and CRM updates. Generate weekly outreach reports for the Lead Architect.

IV. Candidate Profile & Requirements

- **Academic Standing:** Currently enrolled in a Business, Marketing, or Biomedical Engineering program.
- **The "Growth" Mindset:** High-energy, self-motivated individual who thrives in a results-oriented environment.
- **Communication:** Exceptional verbal and written communication skills. Must be able to explain complex AI and clinical concepts to diverse audiences.
- **Independence:** Ability to work autonomously and manage a distributed sales territory effectively.

V. Academic Supervision & Deliverables

LCL will coordinate with university faculty to ensure this performance-based role satisfies practicum or internship requirements. We provide verifiable activity logs and formal performance assessments.