

New Mediconsult Training for Medical Devices

BRUSSELS – The outsourcing company Mediconsult has created an extensive training in Medical Devices & its legislation. As the market evolves, the agency wants to focus on what they refer to as ‘omni-employability’. “As we work on a project basis, we need to make sure our consultants are trained in every area of the Life Sciences Industry”, says Marc Dubois, Business Unit Manager at Mediconsult, part of the Vandycke & Partners Healthcare Consulting group.

Mediconsult works across the board in Life Sciences, from Biotechnology to Pharmaceuticals and Medical Devices. The company is now one of the top three clinical outsourcing agencies in Belgium with 80% of their consultants working in Clinical Research & the rest spread out across Medical & Regulatory Affairs. Over the last years the company has seen a major shift from Pharma to Devices insourcing requests with Devices now making up 50% of the business.



To create the training, Mediconsult collaborated with Stefan Hosten, Independent Clinical Research Professional, Trainer and former Clinical Operations Director to multiple Device companies. He is also the managing director of his own company, ClinOps Consulting.

“The success of this training clearly shows how much interest there is to expand the knowledge on Medical Devices. But at the end it is the speed of clinical trials, the innovation & the

dynamism of Medical Devices which attracts most consultants”.

“Being skilled in both Pharma & Devices will become crucial over the next few years”, according to Stefan Hosten, Medical Devices trainer.

The need for clinical consultants tripled over the last couple of years which triggered a number of people to become independents. Stefan Hosten traded in the life of a payroll employee to become a highly successful independent consultant working with companies such as Mediconsult to find consultancy assignments at some of the top Medical Device companies. He continues to say; *“Being skilled in both Devices and Pharma will become crucial over the next few years and this training gives them the skill set to be a viable consultant whatever project they handle”*, concludes Hosten.

Assignments at Start-up companies

“Belgium has seen a major ‘boom’ in Medical Devices these last three years with a lot of clinical staff being insourced to handle new projects. Unfortunately we are noticing of late that a number of major players have, at least in part, decreased their activities in Belgium. We are now seeing that new assignments tend to come from American start-up companies entering Europe to get CE mark, creating new challenges for people interested in working in this field.”, according to Waldo Vervoort, Clinical Staffing Manager at Mediconsult.

The training included a breakdown of how clinical research in Medical Devices is conducted but most questions came when the ISO standard & new legislation were discussed. *“We have clearly seen that this training works for both Pharma and Device consultants – with some people coming to the training as absolute novices, others can use this as a refresher course to solidify their knowledge of this specific industry”*, concludes the trainer.

For more details on working with [Mediconsult](#) or trainings given by the company, please contact:

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