



## Seeking Staff Clinician Full Time, In-House Position

*Are you passionate about your commitment to healing?  
Are you looking for a way to turn that passion into action?*

**M**oss Nutrition Products, Inc. seeks a special person for a special opportunity. If you're a tireless advocate for better health... if you want to extend your reach and magnify the good you do... if you naturally combine expertise with integrity, skill with communication...then you'll welcome this chance to make a difference in the lives of hundreds of patients.

Moss Nutrition Products, Inc. provides the highest quality products and advice to health care professionals and their patients. Profitability is a natural consequence of our ethics, our expertise, and our personal commitment to customers. The ideal candidate for the position of **Staff Clinician** will have broad knowledge and intense interest in clinical nutrition and nutritional biochemistry, as well as experience with Functional Medicine. The cornerstone of our business is positive education, so your "phone side manner" with customers is important. You will find the most satisfaction from this position if you embody the belief that fitness, energy, responsibility, and honesty all contribute essentially to health.

Those with clinical nutrition experience who wish to help patients without establishing a full-time practice may find this position to be ideal. You will find that your discussions with our clientele will provide a rare opportunity to gain ongoing knowledge about ways to improve your own efforts at patient care.

*The ideal applicant will be...*

**Eager to connect people to what they need.** As someone committed to health, you build customer satisfaction and loyalty by helping them get the products they need, not by manipulating them or selling them untested or needlessly expensive items. You will be most effective if you are a 'people person', if you enjoy developing meaningful relationships, and if you take great satisfaction in being of service.

**Comfortable with the toolbox.** You possess excellent typing (60 words for minutes or better), computer (PC), and telephone skills. You are comfortable with performing these activities for much of the day. You are accurate and efficient at data entry using our Windows-based software system.

**Committed to achieving with energy.** You possess high energy and are a quick learner. You are an outstanding achiever, with high stamina, endurance, and focus. You are willing to do whatever is necessary to get the job done well and on time. You understand that everyone is a team player, take pride in your ability to work well with others, and demonstrate a desire to help whenever you are needed.

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## **JOB REQUIREMENTS & DUTIES**

This **full time, in-house** position requires a commitment of 40 hours per week at our 2 Bay Road location. In addition, it is expected that you will continue to pursue your continuing education and development as a skilled health care professional outside of these 40 hours. This includes, but is not limited to, attendance at company sponsored teleconferences, webinars, and clinical rounds, newsletter study groups, team meetings, and seminars. This would also include, but is not limited to, keeping up with current research in the field of clinical nutrition by reading the monthly Moss Nutrition Reports and Moss Nutrition Product Newsletters, reading studies in current journals, listening to educational CDs produced by Moss Nutrition, viewing all Moss Minutes postings in a timely manner.

As a **Staff Clinician**, you will be required to have technical expertise in the field of clinical nutrition, and communicate this expertise meaningfully on a professional level to other health care professionals and to their patients, with the goal being to successfully address patient needs. As you will be advising customers about nutrition, as well as engaging in other related conversations that are important to our clients, you must possess excellent communication skills and demonstrate a genuine joy in talking to people. Naturally, you must be fluent in English, both written and spoken. Your specific duties will include:

- Delivering advice in clinical nutrition to both health care professionals and to their patients.
- Participating in our monthly teleconferences and webinars for Health Care Professionals.
- Assisting in the implementation of marketing materials and programs.
- Giving presentations at conventions, company sponsored seminars.
- Acting as a representative for Moss Nutrition at various conventions around the country.
- Visiting key customers around the country as needed.
- Order fulfillment.
- Telemarketing.

**LOCATION:** Moss Nutrition, Hadley Massachusetts (20 miles north of Springfield).

**HOURS of OPERATION:** Weekdays, 8:30 a.m. – 5:30 p.m.

**SALARY:** Negotiable, based upon qualifications and experience. Please state your salary requirements with your application. This salaried position includes 40 hours a week during hours of operation at our location. In addition, it is expected that all **Staff Clinicians** pursue continuing education and professional development, including continuing education provided by Moss Nutrition, and maintain their licensure outside of our hours of operation.

**BENEFITS:** (Including, but not limited to): disability insurance, Simple IRA retirement plan, discounted supplement purchases and laboratory testing, vacations and personal days, access to an extensive alternative health library of books and journals, and casual attire. Health Insurance is not offered. However, health insurance purchased from the Massachusetts Health Connector, [www.mahealthconnector.org](http://www.mahealthconnector.org), may be deducted from your salary, tax-free. The Health Connector is an independent state agency that helps Massachusetts's residents find health care coverage.

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**EDUCATIONAL REQUIREMENTS:** Advanced degree in nutrition or nutrition-related field, such as M.S. or Ph.D. Degree in Nutrition, N.D., D.C. etc. is required. A fully accredited college or university must have granted M.S. and Ph.D. degrees. We prefer you to have at least 5 years experience in the industry.

**ABOUT MOSS NUTRITION:** We are a privately owned family business, founded in 1992 by Jeffrey Moss DDS, CNS, DABCN. We play a vital role for health care professionals and their patients as a **Functional Medicine** pharmacy. Dedicated to health and health education, we pride ourselves on innovative products, personalized advice, and ethical business practices. Our team includes a staff of nine unique individuals. We answer most telephone calls with live people. We process over 125 orders a day and regularly stock over 1,000 nutritional products. A majority of our customers are located in the Northeast United States, although we are a national company. Known for our high standards and our follow-through, **we select** only the finest products in the professional supplement industry **and then we teach** health care professionals how to use them for best outcome. We stock over 200 educational CDs, host teleconferences, publish newsletters and produce videos. We employ health care professionals who are experienced clinicians and who are readily available to answer technical questions. A progressive and creative company, we are eager to welcome the right people to join us in exceeding our goals. To learn more about us, please visit our website: **[www.mossnutrition.com](http://www.mossnutrition.com)**.

If you are interested in growing with a company that deals with some of the most knowledgeable and "cutting edge" practitioners in the United States, MAIL your curriculum vitae, a letter of interest, and at least 2 references to: **Moss Nutrition, Attention Joanne Goding, V.P., 2 Bay Road, Suite 102, Hadley, MA 01035-9511**. No drop-ins, emails, or phone calls, please.

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