



Damiano Zaccara

Clinical Sales Manager – ab medica spa

Intuitive – da Vinci

La mia carriera ab medica - Intuitive

2016

Master Degree - PRISMA Lab

2017

Clinical Territory Associate

2019

Marketing specialist

2020

Clinical Sales Representative

2022

Clinical Sales Manager



R&D
Engineer

Progettazione e
sviluppo dei
sistemi robotici

Integrazione
sensori,
attuatori,
software

Field
Service

Sales

Validazione e
certificazione
dei dispositivi

Collaborazione
con chirurghi,
tecnici, clinici

Clinical
Application
Specialist

Teams

Find your role

[View all teams](#)

11 roles



Clinical Affairs

The company's scientific backbone, CA generates scientific value for our innovative solutions.

[Learn More →](#)

21 roles



Customer Experience and Services

Service our technology; answer customer questions; and innovate new solutions.

[Learn More →](#)

95 roles



Engineering

Engineer the complex and leading-edge technologies that help doctors change lives.

[Learn More →](#)

22 roles



Finance and Accounting

Solve complex challenges and collaborate with customers and colleagues across the globe.

[Learn More →](#)

2 roles



Global Business Services

Drive change and growth at Intuitive, from facility management to new technology.

[Learn More →](#)

0 roles



Human Factors

Conduct rigorous user research testing done to ensure our tech is safe, effective, and easy to use.

[Learn More →](#)

19 roles



Information Technology and Systems

The driving force behind essential technology across the organization.

[Learn More →](#)

63 roles



Manufacturing and Operations

Build the robotic systems that are changing healthcare around the world.

[Learn More →](#)

7 roles



Marketing

Tell the Intuitive story to maximize Intuitive's impact around the world.

[Learn More →](#)

18 roles



Quality and Regulatory Affairs

Ensure the life-changing technology we produce is held to the highest standard.

[Learn More →](#)

75 roles



Sales

Bring life-changing robotic solutions to as many customers as possible.

[Learn More →](#)

0 roles



Students and University

Launch a challenging and rewarding career with an internship at Intuitive.

[Learn More →](#)

FORMAZIONE INTUITIVE-DCAST:

- **Programma trimestrale**, di cui più di un mese negli **USA**;
- 4 sezioni: Pre-Dcast, Technical Dcast, Clinical Dcast, Sales Dcast;
- Confronto con colleghi provenienti da ogni parte del mondo;
- Esperienza di vita indimenticabile;



Attività - Una giornata da CSR:

- **Training** personale chirurgico ed infermieristico
- **Supporto** in sala operatoria
- **Gestione** dei clienti e delle risorse
- **Promozione** di progettualità a più livelli



Tecnologie emergenti e futuro

- AI per supporto decisionale
- Telesurgery e realtà aumentata
- Integrazione tra robot, imaging e big data





Cosa puoi fare già oggi

- Scegliere indirizzi focalizzati sulla robotica
- Partecipare a summer school, eventi, tirocini, master
- Costruisci il tuo network professionale fin da subito

Grazie per l'attenzione