

Forward Deployed Medical Lead

Location	Remote • Saudi Arabia, United Arab Emirates
Employment Type	Full-time
Level	Mid-Senior Level

About the Client Company

This client is building autonomous AI clinicians that operate at scale inside health systems. They collaborate with pioneering partners - hospitals, national health services, and ministries of health - who are betting on the same future. Founded by founders with an amazing track record within the healthcare sector, with multiple unicorns on their account.

Forward Deployed Medical Leads are the clinical voice on the ground at every partner. They sit alongside partner clinical teams and engineers, turning frontier AI into care that real patients actually receive.

About this Hire

This is one of the first Forward Deployed Medical Leads at the organization. You will help build clinical adoption as a discipline from scratch - working across live partners, setting the clinical bar for how the organization deploys, and shaping how it earns trust with clinicians everywhere it goes.

Later hires will join a playbook. You are one of the people writing it.

The role can be filled by a clinician who has moved into operating work, or by a senior medical operations leader who has spent their career running the clinical side of a healthcare operator.

What You Will Do

- Co-design clinical workflows and governance with partner clinical leadership
- Translate between engineering and partner clinicians - fluently in both directions.
- Drive clinical adoption on the ground: training, change management, addressing skepticism, building trust.
- Set the clinical playbook - what good looks like, what the organization will and will not do, how clinical readiness is measured.
- Show up across pursuits: your clinical credibility opens doors and lands deals well before signature.

Who You Are

You should be comfortable in a clinical handover and in an engineering standup - equally energized by frontier technology and clinical care.

Traits they Hire on

- Deep clinical instinct - from practicing recently yourself or from running medical operations alongside clinicians.
- Technology-positive - plays with new tools without being told to; ideally has used or built clinical AI.
- Strong translator - can explain a clinical workflow to an engineer and a model architecture to a physician.
- Change-management muscle - knows how to bring skeptical clinicians along without losing them.
- Comfortable with ambiguity - can make calls without complete data.

Tech Search Pros is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran, or disability status.

- Low ego - willing to do whatever needs doing.

Nice-to-Have Background

- Practicing physician who joined a digital-first provider or a clinical AI company.
- Senior medical operations leader at a digital-first provider
- Clinical informatics specialist with deployment experience
- Hospital medical director who led a clinical transformation
- Military medical officer with deployment experience
- Public health physician who ran system-level programs

To Succeed in this Role, You Should Like

- Picking up when a partner clinical lead messages you about an edge case on a Sunday.
- High pace, with multiple partner deployments running in parallel.
- Making clinical calls without precedent because the technology has not been deployed this way before
- Owning the trust relationship with partner clinicians, including when things go wrong.
- Writing the playbook as you go - defining what good clinical adoption looks like for an entirely new category.

Compensation

Competitive base salary. Meaningful equity, front-loaded for the first hires in this role.