

Spine and Orthopaedic Reconstruction & Trauma

Designed to provide comprehensive training in spinal devices and procedures while developing your professional skill sets, this program sets you up for success. Our expert instructors and hands-on learning approach prepare you for success in the dynamic medical sales field. Explore how our dedicated program can set you apart in this rewarding industry!



COMPREHENSIVE LEARNING

Instructors equip you with essential knowledge in spinal anatomy, pathologies, surgical techniques, and sales strategies for success in the medical device industry.



HANDS-ON EXPERIENCE

Enhance your learning by engaging in labs, practical simulations, and real-world scenarios utilizing medical devices and sales methodologies while receiving real-time feedback from industry experts.



PLACEMENT SERVICES

Access to ZeroFee Recruiting hiring platform, and your own Talent Acquisition Specialist working with you 1:1 to help you get your next job

CONNECT WITH TOP INDUSTRY HIRING MANAGERS



PROGRAM OUTCOMES:

- ▶ Develop Sales Skills
- ▶ Master Product Knowledge
- ▶ Create Effective Career Development Strategies
- ▶ Understand Orthopaedic Surgical Techniques
- ▶ Apply Medical Sales Methodology
- ▶ Specialize in Orthopaedic Areas
- ▶ Understand Market Dynamics

CURRICULUM OVERVIEW

Weekly Subjects

Week 1: Professional Representative Certification **Week 2 & 7:** Anatomy & Vocabulary

Week 3-5: Orthopaedic Reconstruction & Trauma **Week 6:** Regenerative Medicine/Biologics

Week 8-10: Spine **Week 11:** Sales Methodologies & Training **Week 12:** Career Development & Placement Services



WEEKS 8-10: SPINE SPECIALTY WEEKS

These weeks equip you with a robust vocabulary in spine terminology while establishing a solid foundation for integrating your acquired knowledge and skills in the field.

WEEK 8: ANTERIOR CERVICAL DEGENERATIVE FOCUS

Topics Covered:

- ▶ Spine Pathologies & Biochemics
- ▶ Surgical Techniques for Cervical Fusion
- ▶ Cervical Degenerative Pathologies
- ▶ Implant Materials & Design Rationale

WEEK 9: POSTERIOR LUMBAR DEGENERATIVE FOCUS

Topics Covered:

- ▶ Lumbar Degenerative Pathologies
- ▶ Surgical Procedures & Techniques
- ▶ Analysis of Pedicle Screw Technologies

WEEK 10: ANTERIOR/LATERAL LUMBAR DEGENERATIVE FOCUS

Deformity, Arthroplasty, Trauma, and Navigation/Robotics

Topics Covered:

- ▶ Anterior & Lateral Lumbar Surgical Procedures & Techniques
- ▶ VBR Stabilization & Artificial Disc Replacement
- ▶ Fusion Technologies
- ▶ Complex Spine Correction & Instrumentation
- ▶ Review of Spine Trauma & Related Technologies

TUITION & FINANCING

Total Program Cost: \$19,495

Multiple financing options to fit your needs.

Students may improve loan options with work experience, military training and/or academic history.

Speak with a Career Advisor to learn more about Tuition & Financing, and our financial partners.

