

BREAK INTO MEDTECH™

The Nurse-to-MedTech Transition Guide

A clear path out of bedside — built for nurses ready to move into a MedTech Career *without starting over.*

WHAT'S INSIDE:

- 6 MedTech career tracks — real salaries and entry paths
- How to match your nursing skills to the right role
- Which roles are most accessible for nurses right now
- Why your clinical background is more valuable than you think
- Your first concrete steps toward making the transition

Andrea Scicli, PhD

MedTech Consultant

6 Real Career Tracks Inside Medical Devices

01

Clinical Operations / Trials

Running device studies that prove the technology works

■ \$70K–\$120K

■ Strong — device pipeline growing

■ Science/nursing + CRC certification

02

Medical Device Sales

Selling devices to hospitals and physician practices

■ \$80K–\$200K+*

■ Highly competitive, high reward

■ Any degree + B2B sales experience

*base + commission

03

Clinical Specialist

Training clinicians and supporting device use in the field

■ \$70K–\$110K

■ Steady — tied to device adoption

■ Clinical background (RN, PT, RT) preferred

04

Regulatory Affairs

Getting devices approved and keeping them compliant

■ \$70K–\$140K

■ Excellent — FDA scrutiny increasing

■ Science degree + RAC certification

05

R&D / Design Engineer

Designing and testing the devices themselves

■ \$75K–\$140K

■ Strong in MedTech hubs

■ Engineering or biomedical degree

06

Quality & Compliance

Ensuring devices meet safety and regulatory standards

■ \$65K–\$115K

■ Stable — essential in every company

■ Science/engineering + ISO experience

Note: Compensation ranges vary based on role, experience, company, and geographic location.



What Changes When You Follow a Clear Path

Nurses who transition with structure experience these shifts:

- **A clear direction**

No more wondering what's next.
You know exactly where you're headed.

- **Your experience becomes an asset**

Your clinical skills open doors in MedTech
— they don't hold you back.

- **Higher earning potential**

MedTech roles often pay \$25K–\$80K more
depending on role, experience, and commission

- **A strategy that actually works**

Real tactics for resumes, networking,
and interviews — not generic advice.

- **Confidence to move forward**

You make a deliberate, informed move —
not a desperate leap into the unknown.