

Healthcare and Assistive Technology Society

PROFESSIONAL COMPETENCIES

	TECHNICAL ROLES					ADVISOR ROLES					ASSESSORS ROLES			
	Deliverers	Technicians	Repairers	Service Engineers	Installers	Advisors	Demonstrators	General Salespeople/advisors	Dispensers	Customer Service & Adminsitrators	Assessors	Prescribers	Specialist salespeople & Advisors	Instructors & Trainers
Ability to communicate with target customers	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential
Disability awareness	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential
Knowledge of specific conditions	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Essential	Essential	Essential	Essential
Anatomy/ physiology	N/A	N/A	N/A	N/A	N/A	Desirable	Desirable	Desirable	Desirable	N/A	Desirable	Desirable	Desirable	Desirable
Moving and handling	Essential (emphasis on equipment)	Essential (emphasis on equipment)	Essential (emphasis on equipment)	Essential (emphasis on equipment)	Essential (emphasis on equipment)	Essential	Essential	Essential	Essential	N/A	Essential (Emphasis on people)	Essential (Emphasis on people)	Essential (Emphasis on people)	Essential (Emphasis on people)
Health and safety	Essential	Essential	Essential	Essential	Essential	Desirable	Desirable	Desirable	Desirable	N/A	Desirable	Desirable	Desirable	Desirable
Infection control	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	N/A	Desirable	Desirable	Desirable	Desirable
Regulatory implications/ understanding	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	N/A	Essential	Essential	Essential	Essential
Technical/ Engineering	Essential	Essential	Essential	Essential	Essential	N/A	N/A	N/A	N/A	N/A	Desirable	Desirable	Desirable	Desirable
Contruction/ building alteration	N/A	N/A	Essential (if building is being altered)	Essential (if building is being altered)	Essential (if building is being altered)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Knowledge of products/ equipment groups supplied/supported by employer	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential	Essential
Knoweldge/ awareness of similar competitive products	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable	Desirable
Indepth knoweldge of complex equipment supplied/ supported by employer	N/A	N/A	N/A	N/A	N/A	Desirable	Desirable	Desirable	Desirable	N/A	Essential	Essential	Essential	Essential
Awareness of statutory and charitable support/ signposting	N/A	N/A	N/A	N/A	N/A	Desirable (manufacturer/ national retail) Essential (Local retail)	Desirable (manufacturer/ national retail) Essential (Local retail)	Desirable (manufacturer/ national retail) Essential (Local retail)	Desirable (manufacturer/ national retail) Essential (Local retail)	Desirable	Desirable	Desirable	Desirable	Desirable