

The Rising Importance of **Skills Over Credentials** in the Medtech Sector

Practical ways to make your skills visible and valued by employers



Welcome

If you still think the degrees hanging on your wall, or the official credentials you've earned over the years, are the main things influencing your chances of a successful medtech career this year, you may be in for a surprise. The job market is shifting, forcing employers to value demonstrable skills over traditional credentials when making hiring decisions.

Thanks to rapid technological transformations and changes to medtech roles and responsibilities, traditional credentials are becoming less effective at helping organisations predict long-term candidate success. In fact, according to the [World Economic Forum](#), for some roles, around 40% of the existing skills employers screen for could become obsolete by 2030.

As a result, anywhere up to 95% of employers now consider skills-based hiring to be the future of recruitment. They're focusing on evaluating candidates based on their ability to demonstrate digital literacy, adapt quickly to changing workplace environments, and show durable, human skillsets.

This transformation presents opportunities and challenges for job seekers in the medtech market. On one hand, the emphasis on "skills" over degrees allows individuals from diverse backgrounds to compete for roles on a more level playing field.

However, as the skills employers prioritise continue to change, professionals must also take a proactive approach to career development. Continuous learning, adaptability, and agility are now crucial to career success.

In this guide, we'll show you how to align your career development strategies with employers' evolving demands and stay resilient in a complicated job market.

The **Evolution** of Hiring Practices in the Medtech Industry

The strategies employers use to screen, validate, and hire candidates in the medtech industry have changed drastically in just a few years. Traditionally, employers often considered formal education qualifications to be direct insights into a candidate's potential.

Degrees and certifications served as standardised indicators of a candidate's capability. Unfortunately, this approach had several limitations. It meant that employers frequently overlooked individuals who possessed the skills they needed for a role, just because they lacked formal credentials.

This narrowed the talent pool for medtech companies, often hurting diverse, equitable, and inclusive hiring priorities.

As talent gaps have continued to grow, with job openings exceeding available workers by more than one million positions in 2024, organisations have increasingly begun to focus on skills-based hiring strategies.

Skills-based hiring prioritises a candidate's actual, demonstrable abilities over formal educational backgrounds. This is an approach that many pioneering companies (particularly those in the technology space, like IBM, Apple, and Google) have achieved amazing results with.

Some reports show that organisations focused on skills over traditional credentials aren't just more likely to be diverse and have access to a wider talent pool—they're also 57% more likely to adapt to market changes successfully—that's crucial in a rapidly changing medtech space.

Technological advancements are also further accelerating this shift. The growing role of technology in the medtech industry isn't just redefining the skills employers look for. Innovative tools, like recruitment systems powered by AI and automation, are enabling more efficient, unbiased candidate evaluations.

AI-driven tools can analyse vast amounts of data to identify candidates whose skills align closely with job requirements, reducing reliance on traditional credentials.



Why Skills Matter **More Than Ever** in the Medtech Space

The new “skills economy” in the medtech industry has evolved due to numerous factors. First, the continued impact of the global skill shortage. Eighty-seven percent of global companies are currently experiencing skill gaps or expect to struggle with hiring issues in the next few years.

Focusing too heavily on traditional credentials immediately narrows a company’s hiring pool, forcing it to omit candidates who may be ideal for roles simply because they lack a specific degree or experience in a particular role.

Research from Deloitte finds that focusing on skill-based hiring makes companies 107% more effective at placing talent, 52% more likely to innovate, and 52% more adept at responding to marketplace changes effectively, highlighting how valuable a new mindset can be.

Beyond simply overcoming skill shortage issues, skills-based hiring allows companies in the medtech industry to address evolving challenges such as:

The Accelerating Pace of Skill Obsolescence

The shelf life of skills previously considered crucial in the medtech industry is diminishing at a rapid pace. Generational shifts in the workplace, new working styles, evolving technologies, and new priorities among organisations are all redefining which skills really matter for success in various medtech roles.

While traditional qualifications and certifications highlight a person's aptitude with certain tasks, today's employers need to focus on candidates that continuously learn, and adapt to new workplace requirements. Both evolving technical skills, and critical soft skills (such as resilience) will be more valuable to employers than standard credentials.

The Rise of Automation and AI: Reshaping Skill Requirements

The integration of automation and artificial intelligence (AI) into medtech workflows is transforming all kinds of roles. Automated systems are now capable of performing tasks that once required human input – from evaluating data, to crafting crucial documents.

This means the tasks attributed to human workers are changing, and human skills like creativity are becoming more critical for many roles. Additionally, the rise of technology in the workplace is pushing employers to search for candidates who can work effectively alongside intuitive systems.

Today's staff members need a high degree of digital literacy to leverage automation and AI safely and efficiently, use cloud-based communication and collaboration tools, and organise workflows across a range of apps and tools.

The Growing Gap Between Formal Education and Workplace Needs

Traditional educational institutions develop certifications and credentials based on the insights they have in the moment – into the skills that professionals need at that time. Many of the courses and classes medtech employees took in the past didn't account for the tools and workflows they'd be navigating today. This results in a major skill gap.

Graduates might possess theoretical knowledge, and basic skills, but they could lack the practical, up-to-date skills required by modern employers. This means many companies are beginning to prioritise upskilling, reskilling, and continuous learning, making traditional, formal education less important to a candidate's long-term success.



Essential Skills for **Future-Proofing** Your Medtech Career

As mentioned above, the switch in focus from credentials to skills presents opportunities and concerns to candidates. Going forward, medtech professionals won't be able to rely exclusively on degrees or certifications to access the roles they want.

Instead, you'll need to develop a plan for continuous skill development, aligning your strategy for ongoing learning, with the evolving priorities of employers. Notably, this approach will influence how you pursue both technical, and human (soft) skills in the years ahead.

Building In-Demand Technical Skills

The technical skills employers are searching for in today's medtech market are primarily linked to evolutions in workplace technology and digital transformation. Business leaders want candidates that can adapt to an ever-growing need for AI, automation, and data in the workplace.

Although the technical skills you develop will need to evolve over time, right now, you should be focusing heavily on areas such as:

AI Literacy

Artificial intelligence is unavoidable in the medtech space today. Employees that can effectively use and work alongside AI tools and machine learning applications will easily outperform their colleagues. Focus on learning as much as you can about the latest innovations in the AI landscape, and the types of tools your industry is using. For instance, coders might experiment with tools like GitHub Copilot, while marketing teams use AI solutions like Jasper and Copy.AI.

Data Analysis and Interpretation

Today, data drives decision-making across every medtech business. An ability to analyse, interpret, and use that data effectively will make you a more valuable employee. Proficiency in basic data analytics processes can help you identify trends, make informed decisions, and share insights that can help your business grow and evolve.

Proficiency with Digital Collaboration Tools

The shift towards remote and hybrid work is still accelerating in the medtech industry. This means employees need to be comfortable using digital systems for communication and collaboration. Experiment regularly with file-sharing and project management tools, like Dropbox or Trello. Make sure you're confident using video conferencing systems like Microsoft Teams or Zoom for meetings.

Industry-Specific Technical Competencies

Each industry has unique technical requirements that professionals must grasp to excel. For example, the automotive sector is transitioning towards electric and automated vehicles, necessitating skills in battery technology and software development.

Find out what kind of technical competencies are becoming increasingly important for medtech professionals in the roles you want to pursue, and prioritise them. Attending industry events, or networking with relevant professionals can give you useful insights [here](#).

Durable Human Skills

Durable human skills are essentially the next generation of “critical soft skills”. They encompass valuable, but rarely-taught competencies in areas like creative problem-solving, intuitive communication and collaboration, and emotional intelligence.

These skills are becoming increasingly critical in the AI and automation-powered age. Some of the key capabilities you should be focusing on include:

01

Critical Thinking and Problem-Solving

The ability to think critically and solve complex problems will be crucial to success in any medtech career. The more effectively you can navigate unpredictable challenges, and devise innovative solutions, the faster you'll achieve your professional goals.

02

Adaptability and Learning Agility

Thanks to rapid technological advancements, and ever-evolving role changes in the medtech industry, adaptability has become a valuable trait for employees. If you can pivot quickly, embrace changes, and leverage new technologies fast, you'll be able to adjust to evolving job requirements.

03

Collaboration and Communication

Effective communication and collaboration are essential in today's interconnected work environment, particularly as new generations of workplace cohorts, and flexible working policies make communication more complex. Focus on strengthening your ability to connect and share ideas efficiently with a wide variety of different team members.

04

Creativity and Innovation

AI can't fully replicate human creativity yet. That means that medtech employees who can innovate are inherently more valuable. Nurture your human curiosity, think outside of the box when tackling challenges, and don't be afraid to challenge the status quo. This will help you drive change, and maintain a competitive edge in your career.

05

Emotional Intelligence

Emotional Intelligence (EI) is another thing that AI and autonomous tools struggle to master. Being able to recognise and manage your own emotions, as well as understanding the feelings of others will help you strengthen your interpersonal relationships, and deal with conflicts in the workplace more effectively.



Practical Strategies for Skills Development

Identifying the types of crucial skills you need to develop as an evolving medtech employee is just the first step. You'll also need a comprehensive plan for how you're going to nurture the right competencies throughout your career. Here are some of the top tips you can use to push your career growth in the right direction.

Use Self-Assessments to Identify Gaps Regularly

You can't improve what you don't measure. Before you can start investing in your skills and abilities, you need to understand where your strengths and weaknesses lie. Evaluate your current competencies, and abilities, comparing them to the types of skills employers in the medtech industry value for someone in your role.

You could experiment with skill assessment tools online to uncover potential gaps you might be missing, or even consider asking for insights from peers and mentors. Your professional network of colleagues and supervisors can often help reveal blind spots you might be missing.

Re-assess your competencies regularly, as you move through your career, develop new skills, and identify changing trends in the medtech job market.

Experiment with Versatile Learning Pathways

As employers continue to focus less on traditional degrees and credentials, it's becoming increasingly crucial for medtech professionals to explore a range of "alternative" learning pathways. Based on your specific needs and goals, explore options like:

Online Courses and Certifications

Online courses offer an easy way to rapidly access new skills relevant to your medtech role. Many platforms, like Coursera and Udemy offer an ever-changing range of courses, with certifications that are widely recognised across industries.

Microlearning Platforms

If you're limited in availability, microlearning programs could be a good way to match your educational strategy to your schedule. They offer concise, focused learning modules that can be completed in short bursts – making it easier to fit education into your routine.

Project-Based Learning

Engaging in project-based learning allows you to apply theoretical knowledge to real-world scenarios. This hands-on approach enhances practical skills and gives you useful "evidence" of your abilities you can share with employers and supervisors. Try contributing to open-source initiatives, or collaborating with team members on a community project.

Mentorship and Coaching

Establishing relationships with medtech mentors or coaches can give you access to custom guidance tailored to your career aspirations. Mentors can share their experiences, provide constructive feedback, and help you navigate challenges, accelerating your professional growth.

Industry Communities and Networking

Participating in industry-specific communities and networking events exposes you to the latest trends and best practices in the medtech space. Attending conferences, joining professional associations, and engaging in online forums can expand your professional network, opening doors to new opportunities and collaborations.

Create Personal, Adaptable Skill Development Plans

As you progress throughout your medtech career, a structured, but adaptable skill development plan will give you a roadmap to guide your journey. Use your self-assessment process as a foundation, setting clear (SMART) objectives for the skills you want to develop.

From there, identify the resources you're going to use to harness new skills, whether it's online courses, mentorship programs, or workshops. Allocate specific resources (time and budget) to the learning process, ensuring you make education a part of your regular schedule.

Additionally, make sure you have a plan in place for monitoring your progress. Review how effectively you're achieving your goals, and adjust your plan, as needed to stay on track.



Showcasing Skills to Employers

Once you begin developing the right in-demand skills, you'll need to ensure you're demonstrating them effectively to employers. After all, you can't just point at a specific certification, today's employers want to see you can convert your knowledge into action.

Explore strategies such as:

Developing a Modern Portfolio

Portfolios aren't just for artists. A digital portfolio can be an excellent way to showcase various skills and accomplishments. You can include insights into the work you've done on major medtech projects, case studies, feedback from supervisors, and even videos or articles. Use a personal website you can constantly update with new content.

Creating a Skills-Focused CV

Traditional CVs typically draw attention to previous job titles, and your overall education. Adjusting your resume to highlight skills is a great way to draw attention to your competencies. Read through the job description for the role you're applying for, and tailor your resume to include a list of core skills, complete with evidence of your abilities. For instance, instead of stating you have experience in digital marketing, highlight how you increased social media traffic for a brand by 20%.

Optimising Personal Branding

Personal branding is all about creating a consistent image that reflects your professional identity and abilities. You'll need to think carefully about how you present yourself across various platforms online (such as social media channels), and how you conduct yourself offline. Think about everything from how you dress when attending events, to the type of content you share online. Engaging in thought leadership by sharing medtech specific industry insights can enhance your brand.

Documenting Skill Development on Digital Platforms

Your LinkedIn profile and personal website aren't just places to list your previous achievements and projects. You can also use them to show the skills you're currently working on. For instance, you could share content about the projects you're working on, or draw attention to some of the online courses or workshops you're currently involved in. Regularly update these platforms with new progress milestones, to demonstrate a commitment to continuous growth.

Showcasing Skills During Interviews

When you're applying for a new medtech role, the interview stage gives you an opportunity to demonstrate your skills effectively. Even if your potential employer doesn't use skill assessments, you can take advantage of the "STAR" (Situation, Task, Action, Result) method when answering competency-based questions to show how you've applied your skills in real-world scenarios.

For instance, when an interviewer asks you to tell them about a time you've demonstrated leadership, talk about the situation you were dealing with, the challenges you face, the actions you took, and the measurable outcomes you achieved.



Navigating the **Transition** from Credentials to Skills

For many medtech candidates, the transition to skills-based hiring is a positive move – potentially giving you the opportunity to apply for a wider range of roles. However, it can sometimes be difficult to shift out of the “credentials-first” mindset.

Depending on how much time you’ve spent in the industry, you might be used to listing certifications and credentials first on your CV, application, and even during interviews.

To ensure you make the right impression:

Combine Credentials with Skill Demonstrations

Academic credentials and certifications can still help you to stand out in the medtech market, particularly among employers who still aren’t 100% convinced that they should be focusing on skills alone. The key to success is balancing your approach.

If a job description calls for a candidate with a specific degree or educational background, draw attention to it in your application and interview, but also highlight how you’re building on that knowledge. For instance, have you taken additional online courses, or tackled new, complex projects since you got that degree? Can you show this with your portfolio or online brand.

Be prepared to take skills-based assessments, or tests based on the competencies your employer wants to see. Remember to draw attention to your human skills too, such as adaptability and problem-solving, as 84% of leaders say candidates now need to demonstrate soft skills.

Address Potential Challenges and Biases

Although many companies worldwide are now making the transition to skills-based hiring, there are still some employers who might continue to prioritise traditional certifications.

If a job description lists a specific degree or certification needed for a job that you don't have, or an interviewer asks you to explain why you feel you're the right fit for the role without that credential, be ready to draw attention to other evidence of your abilities.

For instance, you might show how taking an online course, or working on a specific project gave you similar skills to those you'd get from a degree. Or you might highlight how you've focused on other skills that are becoming more relevant in your sector.

Prepare for Future Changes

While the job market for medtech employees has already changed significantly – progress is still happening at a rapid rate. The skills-credential balance prioritised by employers may continue to change going forward, so it's important to stay up to date.

Keep a close eye on the hiring market, and the skills you see listed on the roles you want to apply for. Consider working with a specialist recruitment company for deeper insights – they can help you understand what kind of abilities, and credentials matter most for employers right now.

Attend conferences, workshops, and webinars to discover the kind of directions your industry is heading in, and consider taking additional courses in your spare time, or volunteering for projects that will help you increase your value. Cultivate a continuous growth mindset, constantly looking for new ways to excel in your role, and sector.



Embracing a **Skills-First** Future

While traditional credentials and certifications may not be obsolete in the medtech industry, today's candidates can't rely on those things alone to stand out in the job market. In an environment where the competencies employers prioritise are constantly changing, and roles are evolving, a skills-first mindset is becoming increasingly crucial.

Whether you're a recent graduate, a career changer, or a seasoned professional, taking a continuous approach to skill development will give you a valuable edge in today's market. It could open the door to everything from promotions, to senior-level roles.

The key to success is proactivity. Pay attention to the changes happening in your space right now, and cultivate your adaptability. With a growth mindset and a commitment to continuous learning, you'll position yourself to be more resilient, and successful in your medtech career.



About Advance Recruitment

Advance Recruitment helps medtech and healthcare companies solve the hiring challenges that hold their business back.

Since 1997 we have specialised exclusively in medical sales and marketing recruitment. This gives clients and candidates deep market insight, long-standing relationships and a trusted, partnership-led approach.

We focus on the issues that have real commercial impact. Many organisations come to us because roles are hard to fill, time to hire is increasing, or they keep reaching the same limited pool of candidates.

Others need stronger processes, clearer employer branding, a better candidate experience or protection against costly hiring mistakes. Many simply need access to the hidden passive talent that makes up the majority of the market.

These challenges slow growth, increase pressure on teams and weaken competitiveness.

Our services are built around each client's needs. Our executive search solution suits business-critical leadership roles and niche, confidential or hard-to-fill positions that need a strategic, proactive approach.

For businesses planning multiple hires, we offer a pricing model that helps with forecasting of hiring costs, as well as reduce cost per hire.

We support organisations undergoing change through our outplacement services which help their employees who are affected by redundancy, develop the skills and confidence to move forward into new roles.

For candidates, we provide tailored career development support for those preparing for their next step.

What sets us apart is how we work. Our values of empathy, collaboration, quality and responsiveness shape every interaction.

We listen carefully, act quickly and take ownership. Most importantly, we give clients confidence that their decisions are informed, objective and based on a full view of the talent landscape.

Our aim is simple. We want to remove the stress, uncertainty and hidden costs of inefficient recruitment processes, by offering a focused, supportive and highly effective partnership that helps our clients build strong teams which drive business growth.

Testimonials



Thank you Karen... you were a legend.

During my 24 years in the medical industry I have dealt with a number of different medical recruiters.. both as a active employee looking for their next move and as an RSM looking for a new position to be filled .. and to say that Karen excelled in her contact, conversation, communication and vibe is an understatement - she was simply outstanding. Karen I feel took the time to align me to the correct role and company culture for me which is huge. I'd strongly recommend Karen to anyone in my medical device community

– Ryan W



“From the initial contact about the opportunity proposed, Liv has been amazing. Always catching up to see how you're doing and answering any questions you may have. It was a pleasure working with Liv and she made the process of looking for a new opportunity a breeze

– Krzysztof S

Take the Next Step

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