Company Description:

Sentec Inc. in Lincoln, RI, is the centrally located hub of Sentec for North America. We proudly represent and service the Sentec product line via our direct sales force in the US-States and via our dedicated national independent distribution network. Sentec Inc. also represents several Respiratory Specialty products including High-Frequency Percussive ventilators, Infant Transporters, CPAP and bilevel products and more.

Our goal is to improve patient care by enhancing education and training about non-invasive monitoring of ventilation and oxygenation in the field of intensive care medicine and respiratory care.

Sentec Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability or protected veteran status.

Our Values:

- Patient Focused
- Collaboration
- Integrity
- Quality

Job Description:

Sentec seeks an energetic candidate for a Clinical Affairs Manager to define and support clinical, market and business development initiatives. This position reports to the Vice President, Clinical Affairs, Product Management and Business Development. The individual must be comfortable communicating professionally and effectively with physicians and other clinical staff and have a strong clinical background. Candidates should be versatile, self-driven individuals with a passion for patient care and strategic contribution in a small company environment. Position may involve travel to clinical and customer sites globally up to a few times per month as well as participation in clinical conferences.

We prefer this position to operate out of our Lincoln, RI offices. In this role, the individual will be responsible for:

Essential Duties and Responsibilities:

- Manage clinical studies portfolio and execution
- Recruit and cultivate relationships with nursing, respiratory therapist, and physician KOLs and clinical research champions
- Evaluate sites and clinical research teams for their ability to achieve planned objectives including enrollment, GCP compliance, and quality.
- Ensure proper site initiation and IRB/Ethics documentation during trials
- Provide support to clinical investigators and site coordinators to resolve site-related issues
- Ensure timely completion of patient enrollment & provide product and training support for study sites as necessary
- Assist definition and drafting of clinical trial protocols with clinicians as needed

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40 Albion Road, Ste 100
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- Assist clinical partners on data analysis or preparation of publications as requested
- Drive clinical market development activities:
    - Work with R&D and product marketing/management teams to identify clinical research and evidence needs
    - Propose and spearhead clinical evidence strategy to drive market expansion and penetration in conjunction with product marketing/management
    - Spearhead early adoption programs and feedback initiatives
    - Assist planning and execution of market development education symposia
- Stay current on clinical research and developments as well as literature related to Sentec products. Provide critical analysis and summary as needed.
- Support assessment of clinical post-market surveillance

Secondary/ Collaborative Duties and Responsibilities

- Work with upstream product management
- Evaluate and determine market opportunities for Sentec products in conjunction with upstream product management
- Identify primary economic and clinical value propositions
- Prepare market opportunity analyses and presentations
- Organize and execute medical and clinical advisory board and sessions
- Develop and deliver new market value proposition presentations to clinicians
- Assist determination of product functionality and specifications for North American market
- Organize and conduct pre-launch clinical usability trials in conjunction with R&D
- Review and contribute to development of marketing materials for new applications

Qualifications/ Education:

- 5+ years of medical device and clinical experience
- Strong preference for individuals with respiratory care or patient monitoring clinical credentials
- Familiarity with clinical trial design, conduct, and oversight; ideal candidate will have previous clinical experience as a CRA or Clinical Project Manager or clinical investigator.
- Strong written and verbal communication skills.

Preferred skills:

- Skilled in development and maintenance of clinical relationships
- Excellent critical thinking skills
- Experience developing and managing clinical study programs
- Expertise in development or commercialization of medical monitoring technologies

For more information, contact Rachael.lewin@sentec.com

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