



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 Marketing/Market Development 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:

- With upstream product management
 - Evaluate and determine market opportunities for Sentec products
 - Identify primary economic and clinical value propositions
 - Prepare market opportunity analyses and presentations
 - Recruit and manage team of global KOL partners (RRT, Physician, Nursing)
 - Solicit and document VoC input
- Develop and deliver new market value proposition to clinicians
- Organize and execute medical and clinical advisory board and sessions

Sentec

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Lincoln, RI 02865
877.425.8746
www.sentec.com

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Care with
Confidence



- Recruit and support early adopters in evaluating new market applications
 - On-site training and assistance
 - Solicit feedback and evaluate clinical value propositions
 - Provide product performance observations and suggestions to product management and R&D
- Partner with early adopters and KOLs to generate education and marketing content
 - Draft and/or edit materials such as white papers, slide decks, case studies
 - Prepare and assist partners for presentations and other public engagements
 - Assist planning and execution of market development education symposia
 - Work closely with marketing and communications teams for refinement and dissemination of content
- Conceive and spearhead early adoption programs and feedback initiatives
- 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

Qualifications/ Education:

- 5+ years of medical device and clinical experience
- Strong preference for individuals with respiratory care or patient monitoring clinical credentials (RT, nursing)
- 2+ years of experience in medical device marketing or market development
- Strong written and verbal communication skills.

Preferred skills:

- Skilled in development and maintenance of clinical relationships
- Excellent critical thinking skills
- Expertise in development or commercialization of medical monitoring technologies

For more information, contact Liza.abelson@sentec.com

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