



The **Clinical Application Specialist - Per Diem** (CAS) Seattle, WA is a clinical training role focused on supporting the educational needs of our customers and potential customers. Expectations of the role include onsite education, training, and lectures. The CAS position will be responsible for providing training to new and existing Sentec users and will work closely with the field sales organization (FSO).

Job Expectations:

- Provide in-service education and hands-on training to customers.
- Work with the Territory Managers and Sales Management to coordinate end user education.
- Articulates the Sentec transcutaneous PCO2 clinical and economic value proposition: why it matters.
- Position Transcutaneous PCO2 Monitoring as the Gold Standard for patient use.
- Must be able to discuss tools, key publications, and best practices to drive clinical success.
- Communicate training outcomes or additional customer needs with Territory and Clinical Manager.
- Promote capital and disposable products.
- Tailor education toward building market adoption of transcutaneous PCO2 Monitoring as the "standard of care".
- Identify potential champions and Key Opinion Leaders and communicate to Sales Management
- Adhere to all company policies, procedures and business ethics codes.
- Demonstrate ability to interact and cooperate with all company employees.
- Educate, cultivate and grow the clinical need for Sentec products industry wide.
- Provide timely and thoughtful feedback as identified, on market conditions, issues and opportunities.
- Manage assigned demo and consumable inventory.
- Conduct business within budget guidelines for expenses; submit expenses on a per assignment basis.
- Maintain vendor qualifications and credentialing if needed.
- Position is home-based with regional travel to hospitals. Overnight travel is expected

Qualifications:

- Bachelor's Degree in Science or equivalent education and/or experience.
- Current RN/RRT license required.
- 2+ years of experience in hospital NICU/ICU.
- Experience training/educating healthcare professionals.
- In-depth knowledge and usage of Sentec products preferred.
- Knowledge of competitor's products beneficial.
- Experience with Sentec or other market-leading medical monitoring device, life sciences and/or biotechnology companies.
- Experienced with MS Office applications (Excel, PowerPoint, Word, Outlook).
- Demonstrate effective time management and organizational skills.
- Effective verbal and written communication skills to include effective communication with senior executives and key decision-makers.

Sentec

40 Albion Road, Ste 100
Lincoln, RI 02865
877.425.8746
www.sentec.com





- Demonstrate ability to work independently.
- Ability to deal effectively with all employee and external business contacts while conveying a positive, service-oriented attitude.
- Ability to maintain complete confidentiality and discretion in business relationships and exercise sound clinical judgment.
- This is not a sales position.

Competencies:

Leadership, Professional presentation skills, Communication, Decision Making and Judgment

To apply, send your resume and cover letter to Liza at jobs.us@sentec.com

Our Purpose & Who we Are:

At Sentec we aim to improve the lives of patients by advancing respiratory monitoring solutions to provide clinicians the continuous insight they need to guide care and – most importantly – improve patient outcomes.

Our Values:

- Patient Focused
- Collaborative
- Integrity
- Quality

