



Job Description:

Sentec seeks an energetic candidate for a **Clinical Sales Specialist** for our Respiratory Solutions product lines. This position reports to the National Manager of Respiratory Solutions. The ideal candidate will have an established technical or clinical background and seek to expand their experience managing a portfolio of capital and consumable products. The individual must be comfortable communicating professionally and effectively with physicians and other clinical staff. Respiratory critical care experience is preferred, but not mandatory. Candidates should be versatile, self-driven individuals with a passion for patient care and strategic contribution in a high-performance, small company environment. Position requires travel to clinical and customer sites throughout North America. This role will operate remotely.

Essential Duties and Responsibilities:

Manage Respiratory Solutions product portfolio

- Work with Territory Managers within assigned geography to develop growth of Percussionaire product line.
- Represent and promote the full line of company product offerings within the Respiratory Solutions territories and customers within a geographic region.
- Make sales calls and work with the Inside Sales Department and customers to expand business opportunities, ensure products are properly presented and that customers are properly educated.
- Work with Territory Managers and Inside Sales on price quotes, resolving order problems, etc.
- Maintain CRM records of territory, customer order potential, status of sales in progress and provide feedback to management on a regular basis.
- Territory Management skills (Must be willing to travel)
- Maintains professional, technical knowledge and competency of products sold, by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Communicate a deep knowledge of Medical Devices to applicable customers.

Qualifications/Education:

- 3+ years of Clinical Experience as an RT or RN or related experience of selling into Critical Care environment highly preferred
- Experience with cardiopulmonary, neonatal, or respiratory products highly preferred
- 2+ years of Medical Sales experience preferred
- Clinical and technical expertise in medical devices and technology
- Strong written and verbal communication skills as well as consultative selling skills, especially presentations
- Proficient in Microsoft Office





Preferred Skills:

- Pulmonary/respiratory critical care experience
- In-hospital clinical experience or credentials a plus
- Neonatal/Pediatric experience a plus
- Skilled in development and maintenance of clinical relationships
- Excellent critical thinking skills

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

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. Sentec Inc. also represents several respiratory specialty products including High Frequency Percussive ventilators, IPV, Infant respiratory products, 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. We also work to improve patient outcomes with many of our additional respiratory specialty products. We will provide the clinicians with the products and education to best manage their most difficult of patients.

