

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.

Job Description: The **Clinical Application Specialist (CAS)** is a clinical training role focused on internal and external clinical support and educational needs. The CAS position will be responsible for providing training and education to new and existing Sentec users and will work closely with the field sales and marketing organization to support new hire and ongoing sales training and development. Expectations of the role include onsite and virtual education and training and CE and non-CE Presentations. The Clinical Application Specialist (CAS) position is full-time, home-based (Western USA).

Job Expectations:

- Become subject matter experts for the use of transcutaneous monitoring in our key market segments
- Participate in strategic evaluations and installation
- Assess needs and ensure comprehensive education and hands-on training on our products, including maintenance and troubleshooting that addresses all members of the clinical team.
- Establish “super users” and proactive maintenance strategy to ensure monitors are always ready for use and minimize downtime
- Participate in routine and specialty educational programs, CE or Non-CE Webinars, Regional or National Training Events and Tradeshows (AARC)
- Collaborate in developing Center of Excellence
- Collaborate with the local sales team to coordinate and deliver comprehensive onsite and virtual customer training and education i.e., curriculum, process/tools and programs
- Articulate the Sentec transcutaneous PCO₂ clinical and economic value proposition and why it matters
- Drive a high level of competency about the relationship between perfusion, device calibration, site selection and correlation
- Build trust in the technology by supporting the customer’s ability to generate quality correlation data at the bedside
- Position key publications and best practices to influence clinicians to successfully adopt and use TcM in key markets
- Collaborate with clinicians to develop protocols for the use of TcM
- Collaborate with clinicians to develop structured maintenance and troubleshooting program to maintain equipment
- Identify and develop key opinion leader (KOL) relationships



- Adhere to all company policies, procedures, and business code of ethics.
- Provide timely and thoughtful feedback as identified, on market conditions, challenges, and opportunities.
- Manage assigned demo and consumable inventory (where applicable).
- Conduct business within budget guidelines for expenses
- Maintain vendor qualifications and credentialing for access to hospitals
- Staff Clinical Support Hotline as needed
- Perform other duties as requested
- Travel 50%

Performance Measures:

- Provide education and training necessary to drive optimal bedside use of the technology in new and existing accounts
- Develop a common purpose and understanding of the technology across care providers
- Clearly and concisely articulate information to a diverse audience to achieve desired competency
- The ability to quickly understand new product enhancements and training programs/materials suited
- The ability to respond quickly and appropriately to identified training needs.

Qualifications:

- Bachelor's Degree in Science or equivalent education and/or experience.
- Current RN/RRT license and minimum of 3 + years of experience in NICU/ICU.
- Prefer experience training/educating healthcare professionals.
- In-depth knowledge and usage of Sentec products preferred.
- Experienced with MS Office applications (Excel, PowerPoint, Word, Outlook).
- Demonstrate effective time management and organizational skills; ability to work independently
- Effective verbal, written and presentation skills
- Position is home based (Western US). Ability to travel (50%) and work flexible hours. Current driver's license required.

Competencies: Leadership, Professional presentation skills, Strong Communication, Decision Making and Judgment

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

