



Sentec is a market leader of non-invasive respiratory monitoring solutions who develops, manufactures, and markets patient-centric, cost-effective technologies and products that provide clinicians with greater insight to quickly to identify trends, rapidly and more accurately assess patient respiratory status, and make more well-informed, timely care decisions – decisions that can improve patient care.

Job Description:

We have seen record growth in our sales numbers and digital marketing results and are looking for a talented **Inside Sales Representative** to help us bridge the gap and leverage our efforts for more incremental growth. Help us become a leader in the medical device industry by employing cutting edge tactics and best practices. Join our dynamic team with room to try new things and expand.

Responsibilities:

- Increase sales revenue and market share for Sentec’s transcutaneous monitor
- Lead generation: identify new sales opportunities within hospitals by cold calling NICUs, sleep labs, etc.
- Lead management: respond to website/webinar inquiries and follow up.
- Lead qualification: gather information on account and pass qualified leads to territory managers.
- Prepare and present sales quotes and contracts.
- Manage daily sales activity by documenting communication in CRM

Qualifications:

- Consistent track record of achieving sales quotas
- High level of self-motivation
- Effective verbal and written communication skills
- Ability to work independently or collaborate with a team
- Minimum 2 years of experience in an inside sales department, outbound call center, or related sales experience
- Bachelor’s Degree preferred.
- Medical device/healthcare experience a plus

Schedule:

- Full time: Monday through Friday 8:30am-5:00pm
- Hybrid model: in office in Lincoln, RI (Tues-Thurs) and Work From Home (Mon + Fri)
- PTO: 3 weeks + 11 paid holidays and your birthday

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

