



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.

[Watch the Sentec Company Video](#)

Position Overview

Based out of Chicago, Tampa, Orlando, Miami, Atlanta, Nashville, Denver, Detroit, Indianapolis or St. Louis, the **Clinical Application Specialist (CAS)** for Patient Monitoring is a clinical education role focused on internal and external clinical and educational support. This role also supports broader company revenue growth goals via customer support and education. 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 on-site and virtual education, training and CE and non-CE Presentations, and in-person state and potential national society presentations.

Essential Duties and Responsibilities

- Acts as the subject matter expert for the use of transcutaneous monitoring in our key market segments in an effort to support company revenue growth goals.
- Develops a common purpose and understanding of the technology across care providers.
- Participates in product evaluations and installations.
- Assesses needs and ensures comprehensive education and hands-on training on our products, including maintenance and troubleshooting that addresses all members of the clinical team.
- Establishes “super users” and creates a proactive maintenance strategy to ensure monitors are always ready for use and minimizes downtime.
- Regularly presents and participates in routine and specialty educational programs, CE or Non-CE Webinars, Regional or National Training Events and Tradeshows.
- Provides education and training necessary to drive optimal bedside use of the technology in new and existing accounts.
- Responds quickly and appropriately to identified training needs.
- Collaborates in developing Center of Excellence and Key Opinion Leaders.
- Collaborates with the local sales team to coordinate and deliver comprehensive onsite and virtual customer training and education i.e., curriculum, process/tools and programs.
- Articulates the Sentec transcutaneous PCO2 clinical and economic value proposition, why it matters, and the competitive differentiators.
- Drives a high level of competency about the relationship between perfusion, device calibration, site selection and correlations.
- Builds trust in the technology by supporting the customer’s ability to generate quality correlation data at the bedsides.
- Positions key publications and best practices to influence clinicians to successfully adopt and use TcM in key markets.
- Collaborates with clinicians to develop protocols for the use of TcM, structure maintenance and troubleshooting programs to maintain equipment.
- Identifies and develops key opinion leader (KOL) relationships.
- Adheres to all company policies, procedures, and business code of ethics.

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- Provides timely and thoughtful feedback as identified, on market conditions, challenges, and opportunities.
- Manages assigned demo and consumable inventory (where applicable).
- Conducts business within budget guidelines for expenses.
- Clearly and concisely articulates information to a diverse audience to achieve desired competency.
- Staff Clinical Support Hotline as needed
- This is a remote position with the ability to travel overnight (60%+) and work flexible hours.

Knowledge, Skills & Abilities

- Bachelor's Degree in Science or equivalent education and/or experience.
- Current RRT license coupled with 2+ years of experience in NICU/PICU OR RN license practicing in the NICU/PICU space required.
- Prior experience training/educating healthcare professionals is preferred.
- Existing In-depth knowledge and usage of Sentec products preferred.
- Experienced with Microsoft Office Suite.
- Effective time management and organizational skills; ability to work independently.
- Strong verbal, written and virtual and live presentation skills.
- Ability to quickly understand new product enhancements and training programs/materials.
- Must maintain vendor qualifications and credentialing for access to hospitals.

Life at Sentec

Sentec employees have access to competitive benefits packages, paid parental leave, tuition reimbursement and more. Sentec offers a place to thrive and make an impact as a small company with huge potential and an expanding track-record of consistent growth. We know our decisions matter to the future of the company, our voices are heard by leadership and our hard work pays off.

Sentec consists of an eclectic group of people dedicated to help deliver products to healthcare providers that make a difference and improve patient care. We love that we can log off each day knowing we've made a difference.

To apply, send your resume and cover letter to [**jobs.us@sentec.com**](mailto:jobs.us@sentec.com)

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An orange circular logo containing the text "Care with Confidence" in white.

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