



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](#)

Job Description:

In support of our record growth in our sales results and digital marketing efforts, we are looking to add a talented **Inside Sales Representative** to help us better support our customer’s needs and grow the business.

Essential Duties and Responsibilities:

- Increase sales revenue and market share for Sentec’s transcutaneous monitoring technology
- Lead generation: cold calling via phone/email/social media to identify new sales opportunities within sleep centers and hospitals
- Lead qualification: gather information and pass qualified leads to Territory Managers.
- Manage daily sales activity by documenting efforts in CRM.
- This position is 90% Remote/home based, 10% field work.

Qualifications/Education

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

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.

To apply, send your resume to jobs.us@sentec.com

Sentec

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