



Sentec is a market leader of non-invasive respiratory monitoring and intrapulmonary percussive ventilation (IPV) solutions who develops, manufactures, and markets patient-centric, cost-effective technologies and products. We aim to improve the lives of patients by advancing non-invasive patient care by empowering clinicians with clinically superior monitoring and therapeutic technologies.



Percussionaire Company Video

Sentec recently acquired Percussionaire, a specialty ventilation company, and is building out a team to support this new product portfolio.

Summary:

In support of our record growth in our sales results, we are looking to add a talented Inside Sales Representative to help us better support our customer's needs and grow the Respiratory Solutions business.

Essential Duties and Responsibilities:

- Increase sales revenue and market share for Sentec's IPV and Transcutaneous Monitoring technology in the Non-Acute Care market.
- Increase sales revenue and market share for the Sentec SDMS technology in the Non-Acute Care market.
- Lead generation: cold calling via phone/email/social media to identify new sales opportunities within homecare and long-term care facilities.
- Support DMEs with education, billing support, sales direction and prospecting.
- Work to develop DME relationships and help provide them with material and strategies to be able to Market our products to their customers.
- Lead qualification for LTAC and Sub-acute facilities: gather information and pass qualified leads to the appropriate Territory Manager.
- Manage daily sales activity by documenting efforts in CRM.
- Provide quotes as needed for customers following Sentec's pricing guidelines.
- This position is at least 90% in-office based with potential for field work.

Qualifications and Education:

- Bachelor's Degree or equivalent experience required.
- Minimum 2 years of experience in an inside sales department, outbound call center or related sales experience required.
- Medical device, clinical and/or healthcare experience is preferred.
- 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 a competitive benefits package, paid parental leave, tuition reimbursement and more. We offer 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 to jobs.us@sentec.com

