



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.



Company Video

Summary:

In support of our record growth in our sales results and digital marketing efforts, we are looking to add a talented Inside Sales Representative in Los Angeles, CA to help us better support our customer's needs and grow the business in the sleep lab space.

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 and Education:

- Bachelor's Degree preferred.
- Minimum 2 years of experience in an inside sales department, outbound call center, or related sales experience preferred.
- Medical device, Healthcare and Sleep lab 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 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

Care with
Confidence