



BRIDGING THE GAP BETWEEN SENIOR AND ENTRY LEVEL BMETS

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April 2025



▶ Introduction for Claire

- I have been a healthcare worker since the age of 17.
- I have been employed with Trimedx for almost 4 years.
- I have only been a BMET₁ for six months.

- I do not have a set destination for where my career will take me, only the ambition to strive to help as many people as I can.

- I believe the most powerful guide humans have to growth is their own mind, thoughts and sense of time itself.

INTRODUCTION FOR DAVE

35+ years working in Healthcare Technology Management

Certified Biomedical Equipment Technician (CBET)

Worked in various positions from Tech1 to management

2025 TechNation Professional of the Year

2009 AAMI BMET of the Year

AAMI and MD Expo Presenter



Resume Guide

(Current Knowledge)

- Resumes should be 1-2 pages
- Main format of a resume;
 1. Name and contact info
 2. Objective (First impression)
 3. Professional history
 4. Educational history
 5. Skills and abilities (Certifications, volunteer opportunities)

Example Resume



Thomas Shelby

Business Development Executive

Results-driven **Business Development Executive** with a sharp strategic mind and a reputation for **disrupting industries** and **dominating markets**. Adept at high-stakes negotiations, corporate expansion, and financial risk assessment. Skilled in developing innovative solutions for **scaling businesses**, **optimizing revenue streams**, and **fostering high-impact partnerships**. Excels in dynamic, high-pressure environments where adaptability and foresight are paramount.

✉ thomas@novoresume.com

☎ (555) 1919-1929

📍 London, UK

🌐 [linkedin.com/in/thomas.shelby](https://www.linkedin.com/in/thomas.shelby)

WORK EXPERIENCE

CEO & Managing Director Shelby Company Ltd.

06/2016 - Present

- Scaled operations globally, expanding into new markets across Europe, the U.S., and Asia.
- Spearheaded multi-million-dollar acquisitions, integrating strategic partners into a growing corporate empire.
- Negotiated high-profile contracts with Fortune 500 clients and private equity investors, securing record-breaking funding rounds.
- Established a risk and security compliance division, ensuring corporate governance and legal protection in high-stakes industries.
- Led a diversification strategy, successfully expanding into fintech, logistics, and cybersecurity sectors.

Business Development Director Small Heath Enterprises

02/2010 - 05/2016

- Increased annual revenue by 250% through data-driven market penetration strategies.
- Introduced CRM automation, improving customer engagement and retention by 45%.
- Developed a risk management framework to mitigate financial volatility and secure long-term profitability.
- Led a cross-functional team in executing high-impact growth initiatives, optimizing supply chain logistics, and expanding distribution channels.

EDUCATION

MBA in Business Strategy & Finance London Business School

- Specialization in Competitive Strategy, Mergers & Acquisitions, and Global Markets

EXPERTISE

Market Intelligence & Competitive Analysis	Strategic Growth & Expansion
Advanced Negotiation & Stakeholder Management	Financial Forecasting & Investment Strategy
Risk Mitigation & Crisis Management	AI & Machine Learning for Business Insights
Cybersecurity & Compliance Frameworks	CRM & Automation (Salesforce, HubSpot)

HONORS & AWARDS

- European Business Titan Award (2021)
Recognized for innovative leadership in global expansion
- Top 50 CEOs in Emerging Markets (2020)
For spearheading transformative business growth
- Strategic Disruptor of the Year (2019)
Awarded for aggressive market dominance strategies

CONFERENCES & COURSES

- Davos World Economic Forum Speaker (2023)
On global market shifts & industry dominance
- MIT Sloan Executive Summit on AI in Business (2022)
Leveraging AI for predictive business strategy
- The Art of War in Business (2021)
Keynote on corporate warfare strategies

LANGUAGES

- English
Native or Bilingual Proficiency
- French
Full Professional Proficiency
- Mandarin
Full Professional Proficiency

Formulate Realistic Goals

- Look at your career through specific durations of time;
- One year, five years, ten years, twenty years... Retirement

EXAMPLES:

Join committees, task forces and utilize volunteering opportunities

Formulate Realistic Goals

CPR Certified

- Biomed Certifications:

- CABT Certification (6 months- 1 year from now)
- CBET Certification (1-3 years from now)
- IT Certification (2-5 years from now)

Realistic Goals Continued...

- CRES (3-7 years from now)
- Training new BMETs (now-end of career)
- Start planning now for: 401k, Traditional IRAs, Roth IRAs, Compound Interest, Pensions to be prepared for twenty years into the future or retirement)
- Examples: Fidelity for Traditional IRAs, Transamerica for retirement funds associated with paychecks).

Certifications Explained

AAMI (Association for the Advancement of Medical Instrumentation): AAMI is the primary organization offering these certifications.

CABT: Certified Associate in Biomedical Technology

100 multiple choice questions | 2 hours to complete | Must get a min of 75/100 | Online proctored | \$250

CBET: Certified Biomedical Equipment Technician

165 multiple choice questions | 3 hours to complete | min score of 116/165 | \$445.00

CRES: Certified Radiology Equipment Specialist

165 multiple choice questions | 3 hours to complete | min score of 116/165 | \$445.00

Preparing for Certifications Priority List

Read and understand the AAMI Credentialing Institute (ACI) Certification Candidate Handbook

Look at outline for each exam desired pages 23-33 in Handbook

[Certification Candidate Handbook](#)

This will give you a good understanding of test content

Don't waste your money not knowing details of the test you're interested in

Look at www.cabmet.org Flash Cards for CBET prep- it's FREE!

DIFFERENT MODALITIES

Anesthesia

Monitoring

Infusion Devices

Lab Equipment

Surgical Devices

Sterilizers

Contrast Injectors

Cardiology



MD
EXPO

Training, certifications and additional education required for goals

If you want the company/ hospital you work for to pay for additional training and education, prove that you are organized, committed and mindful of the investment

Examples:

- ❖ Calculated Total Cost; Hotel, Airfare, Rental Car, Training Course cost and per diem for meals
- ❖ Provide reasons for how this training how can help your career advance, support peers and allow better maintenance of equipment for the hospital
- ❖ Will this training cause long term profit because vendor service is no longer needed?

-“Talk with your manager or Human Resources Representative to see if your organization offers tuition reimbursement for additional education.” –AAMI’s Career Planning Handbook

Imaging Modalities

- Nuclear Medicine
- X-RAY
- CT
- Ultrasound
- MRI
- Mammography

Technician Portfolio

- A good way to establish knowledge and confidence for entry level technicians is to create files, documents, folders, etc. of notes for devices, policies and useful knowledge.
- Keeping photos of equipment in your work phone can be valuable visual references, default photo apps have the capability to add notes.

Technician Portfolio





























































- Keep a list of common parts that are repaired on specific devices
- Prioritizing work orders based on the severity of the demand of the equipment is the key to proper time management
- User error vs device error

Technician Portfolio

- Templates for work orders and PM checklists can create a strong reference for OEM/ AEM protocol.

ORDER COMMON PARTS IN ADVANCE FOR PMS & REPAIRS

- Understand the age of equipment; when are parts for the device going to be discontinued?
- What is an accurate lifespan for specific types of devices? Is this influenced by software, wear and tear, demand for use, etc.?

 Telemetry and Central Monitor PMs		2/18/2025 12:28 PM	File folder	
 3M Bair Hugger PM Template	 	4/29/2024 4:10 PM	Microsoft Word Doc...	14 KB
 Alaris 8100-8015 PM Template	 	2/19/2025 2:28 PM	Microsoft Word Doc...	18 KB
 Baxter infusion service codes		4/9/2024 9:18 AM	Microsoft Word Doc...	15 KB
 Braun Therm Pm		11/4/2024 9:36 AM	Microsoft Word Document	13 KB
 Covidien SCD Pm Template		11/26/2024 12:43 PM	Microsoft Word Doc...	14 KB
 Dinamap Pm Template, Service Notes and Pa...	 	1/22/2025 9:23 AM	Microsoft Word Doc...	17 KB
 Disposition Service Notes Template		12/12/2024 11:21 AM	Microsoft Word Doc...	14 KB
 EKG PM Template		11/18/2024 8:42 AM	Microsoft Word Doc...	17 KB
 Equipment Parts Guide		1/20/2025 1:02 PM	Microsoft Word Doc...	14 KB
 Floor Lift PM Template		2/20/2025 10:02 AM	Microsoft Word Doc...	15 KB
 KCI PM TEMPLATE	 	11/18/2024 8:48 AM	Microsoft Word Doc...	15 KB
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 OMNI FEEDING PUMPS 10-8-24	 	10/16/2024 12:37 PM	OpenDocument Spre...	4 KB
 Plum Pump Pm and Service Notes		4/11/2024 11:13 AM	Microsoft Word Doc...	19 KB
 RAD-G PM and Service Notes template	 	10/29/2024 10:25 AM	Microsoft Word Doc...	14 KB
 Ritter Exam Tables Service Notes		1/21/2025 11:25 AM	Microsoft Word Doc...	14 KB
 Sizewise Rental PM and Service Notes Templ...	 	11/18/2024 8:50 AM	Microsoft Word Doc...	15 KB
 Suction Regulators PM Template		1/24/2025 8:35 AM	Microsoft Word Doc...	15 KB
 Trimedx BP Cuff Template		10/10/2024 11:27 AM	Microsoft Word Doc...	14 KB
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 Welch Allyn CONNEX SPOT MONITOR PM Te...	 	10/24/2024 1:43 PM	Microsoft Word Doc...	14 KB
 WELCH ALLYN SPOT VITAL SIGNS LXi	 	11/18/2024 8:45 AM	Microsoft Word Doc...	15 KB
 Welch Allyn Therm. 690-692	 	1/22/2025 9:42 AM	Microsoft Word Doc...	15 KB

Examples of a template:

Service notes:

The device was cleaned and inspected for physical damage. All functions are working properly.

Device stand and wheels are fully operational. Power cord, battery and power supply are intact. Patient vitals display properly, the printer is functioning and all alarms sound according to patient vitals and alarms can be silenced.

Tests Performed on the device:

- Non- Invasive Blood Pressure Analyzer
- Temperature Evaluation
- SPO2 Readings
- ESI

Example of Device Readings for a Template

Consistency is vital for learning and development

BP TEST EQUIPMENT:

100/65

99/64

120/80

119/79

150/100

151/100

SPO2 TEST EQUIPMENT

Device

85% 80

84% 79

95% 40

96% 40

98% 140

98% 141

Temperature TEST EQUIPMENT: 39.1 C | Device: 39.2 C

ESI; (uA)

Device: 3.4 uA

Long Term Career Planning

- What is your end goal for your career? Where will you be? How long will it take (realistically) to reach this goal?
- Write a letter depicting the future, what is your life like? Where are you in your career? How do you carry yourself?
- Who is in your life? What are your daily tasks? Your ultimate life goals?
- Describe even the smallest details. This is the best way to reveal what you desire your life to grow into...

Career Avenues

- In house Technicians
- Field Service
- Vendor Service
- Remote Repairs/ Off site service

Career Avenues

- Modalities (Imaging, monitoring, Anesthesia etc.)
- Parts and Manufacturing
- Instructor for Classes/ Training
- Volunteering (Project C.U.R.E)

Career Avenues

- Conferences/ Expos
- Sales
- Management
- Customer Service

Career Avenues

- Calibrating Test Equipment
- Military Career
- Paid Training Programs
- Asset disposition, recycling, refurbishing

Career Avenues

- Asset Management
- Cyber Security
- Employment/Recruiting
- Rental equipment and leasing

Career Avenues

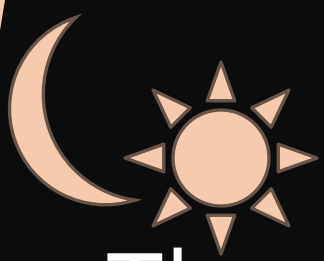
- Short-term BMET staffing
- Regulatory (OEM/AEM compliance)
- Internships

Senior technicians

- Please take a moment to reflect on your life, your career and your success
- What would you say to your younger self if you were their mentor?
- How did peers support your ability to grow?

Senior technicians

- What lesson changed your mindset the most?
- Please remember how valuable your knowledge and guidance is to the field; after contributing to saving the lives of many generations of people, your career is a blessing to Earth.
- Most beginner technicians will rarely articulate how meaningful encouragement and support really is; thank you for everything, together we can continue to make healthcare a better community for all lives.



Thank you for your time and consideration

The only thing in the way of turning dreams to reality is the limitations your mind convinces itself of having.

There is no end to growth. There might not be enough hours in the day, however, there is enough minutes.

Implement small tasks or learning opportunities every day that contribute to the larger goals

Build a routine that promotes the lifestyle that you want

Create a mindset that develops success



MDEXPO

SoCal • April 15-17, 2025



Questions?

MD April 2025
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