



**Job Title:** Senior Manager – Commercial Finance

**Department:** Finance

**Reports To:** Chief Financial Officer

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CeQur® Corporation develops and commercializes a discrete, simple-to-use and wearable insulin delivery device that easily integrates into patients' daily lives. CeQur Simplicity™ is a 3 Day Insulin Patch designed to reduce the barriers and challenges of multiple daily injections to enable people with diabetes to achieve glycemic targets. CeQur Simplicity™ is FDA cleared and CE marked.

At CeQur, we aim to provide solutions to people with diabetes that are profoundly simple and clinically effective. We are looking for like-minded A+ team players to join our team to help make a difference and build a legacy while driving penetration of our therapies. CeQur values a collaborative and creative mindset, where each team member is encouraged to contribute to our processes, decisions, planning and company culture.

#### **Position Overview:**

The CeQur Commercial Finance function is responsible for providing financial analysis and support to CeQur's commercial functions. Commercial Finance collaborates closely with Sales, Healthcare Economics and Marketing. The Senior Manager, Commercial Finance will utilize their expertise to provide financial support, and analysis directly to Sales leadership, Healthcare Economic and Marketing teams. This is a key role in the organization that requires a broad knowledge base about financial systems, commercial functions, and the medical device industry.

This role is an essential part of the Finance team and will work cross-functionally with other Finance team members in Operations, Financial, Planning and Analysis, Accounting and Compliance. The role will be fully remote with minimal travel required for business meetings.

#### **Responsibilities:**

- Knowledge and working with financial systems. Vantage/Symphony Health System or IQVIA, Oracle Net Suite and CRM systems preferred.
- Act as a product subject matter expert for Sales Operations including sales reporting, analytics, territory alignments, etc.
- Understanding and ability to create sales compensation and commission plans.
- Headcount management including fixed salary functions and variable components of compensation plans including bonuses, milestones and commissions.
- Knowledge of sales quota setting and measurement, sales contests, and experience with national sales meeting performance goals.
- Understanding of assets required to support commercial functions including samples, inventory, marketing collateral, etc.
- Experience with Marketing budgets including marketing programs, professional affairs (e.g., speaker programs), promotional materials, etc.



- Understanding of Healthcare Economics and Reimbursement including Commercial Payors, Medicare and Medicaid.
- Delivering financial reports, analysis and budgets within a prescribed deadline.
- Completes other assignments as directed by Chief Financial Officer and Director Commercial Finance.

#### **Skills/Competencies:**

- Excellent communication skills regarding diabetes management.
- Knowledge of general MedTech industry. Diabetes experience a plus.
- Demonstrated ability to effectively communicate as a financial leader with Leadership team, especially Commercial leaders.
- Skilled at synthesizing financial system data to analysis.
- Skilled at contributing consistently to team initiatives in a thorough and timely manner.
- Able to react to changing situations calmly and confidently.
- Proficient in Microsoft Office Suite, Microsoft Excel (e.g., pivot tables), Sales tools (e.g., Power BI), Zoom, and other virtual avenues to conduct training
- Ability to anticipate internal customer needs and use best judgment in conversations, while identifying and escalating issues requiring management support
- Excellent oral and written communication skills

#### **Minimum experience/skills:**

- 5+ years of financial experience supporting Sales and/or other commercial functions.
- Prior industry experience strongly preferred.
- Exceptional financial analysis skills.
- Prior support of Senior Leadership positions including Sales and Marketing leadership.

#### **Education and Experience:**

- Bachelor of Science, Finance and/or Accounting preferred.
- MBA preferred but not required.

#### **Requirements:**

- Ability to travel.
- Strong financial system and analytical skills.
- Communication of complex financial analysis to Commercial functions.