

Company: CeQur
Job Title: Senior Territory Manager
Department: Sales

ABOUT CeQur Corp

CeQur® Corporation develops and commercializes discrete, simple-to-use and wearable insulin delivery devices that easily integrate into patients' daily lives.

CeQur is dedicated to helping people with diabetes by developing and commercializing simple drug delivery devices that can be easily integrated into daily life. The company has a platform of an extremely simple, discrete, and wearable, 3-day device with the first-generation being FDA cleared and CE marked.

At CeQur, we aim to challenge the status quo mindset and provide solutions to people with diabetes that are profoundly simple and clinically effective. We are gaining tremendous momentum already, recently closed a very significant series C5 round of \$115M, and have built a leadership team and board that comprises of accomplished and respected industry experts. 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.

Job Description:

Position Overview:

This position is responsible and accountable for achieving a sales quota through profiling, targeting, needs analysis, and closing on targeted accounts. These customers consist of Health Care Professionals that treat and manage patients with diabetes, such as Endocrinologists, Primary Care Physicians, Physician Assistants, Nurse Practitioners and CDCES'.

Responsibilities:

The Sales Representative is accountable for consistently achieving sales objectives and ensuring these sales within the guidelines of CeQur's defined sales and marketing practices. The Sales Representative will expand business and brand loyalty within strategic accounts consisting of private practice, large diabetes clinics, hospital teaching institutions, and other major medical centers. He/she will call on customers to raise their level of awareness and increase the demand of CeQur's product within their defined geographic territory. This position will bear the responsibility of correlating any professional contact needed within the above mentioned accounts with the operational, quality or customer service teams of CeQur.

- Meets/exceeds sales objective as well as market share within assigned geographic area.
- Develops and maintains superior relationships with key diabetes decision makers and influencers.
- Consistently exhibits a high level of proficiency and expertise in discussing and demonstrating CeQur's product, as well as all related diabetes products including competitive products.
- Consistently exhibits proficiency in demonstrating and training on all data management software.
- Will enter daily sales call activity into a customer relationship management system.
- Maintains a high profile with decision-makers of the assigned strategic accounts.
- Facilitates and conducts required customer training programs.
- Works effectively and productively with colleagues.
- Consistently executes all field sales activities and programs with a high degree of professionalism in accordance with established promotional guidelines working closely with Marketing Completes all administrative duties in a timely fashion and works within the specified budget.
- Work closely with Market Access to drive better coverage and tiered pricing.
- Coach and guide junior / new sales team members as needed

- Perform other duties as assigned.

Education and Experience

Minimum Requirements:

- Bachelor's degree
- 15 plus years of outside sales experience in pharmaceutical and/or medical device sales
- Sales experience within the diabetes space

Preferred Skills and Competencies:

- Excellent communication skills, both oral and written
- Strong presentation skills
- Track record of taking initiative
- Strong work ethic and high discipline
- Works well on a team
- Competitive
- Fast learner
- Ability to function in a fast-paced start-up environment; results oriented

Physical Requirements:

- Valid driver's license required. Must reside within the geographic area of the assigned area. This position requires regular business travel mostly by car within a set geographic region.

Salary

The position is a great opportunity to work with one of the most exciting startups in the diabetes device space. The salary will be \$100,000 per year, \$95,000 in commissions for a total "at plan" compensation of **\$195,000** with **uncapped potential**. It is anticipated it will take 3-6 months to build your territory. Up to the first 6 months, you will be guaranteed your "at plan" earnings. If your commissions exceed the monthly guarantee, you will be paid the overage.

There will be a **\$550** a month car allowance plus gas expenses provided.

Lastly, the representative will be given **2,500 shares** of CeQur common stock, which will vest over a four-year period starting on the first day of employment.

Please send your resume and cover letter to Gannon.Goodson@CeQur.com.