



Job Title: Clinical Diabetes Manager

Department: Clinical Education

Reports To: Director of Sales

CeQur® Corporation develops and commercializes a convenient, discreet, and simple-to-use wearable insulin delivery device that easily integrates into patients' daily lives. CeQur Simplicity™ is a 4 Day Insulin Patch designed to revolutionize insulin delivery and simplify the lives of people with diabetes by providing injection free dosing. CeQur Simplicity™ is FDA cleared.

At CeQur, we aim to provide solutions for people with diabetes that are profoundly simple and clinically effective. We are gaining tremendous momentum already 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.

Position Overview:

The Clinical Diabetes Manager (CDM) is a field-based people leader with direct management responsibility for a team of Clinical Diabetes Specialists (CDSs). The CDM is responsible for the leadership, coaching, development, and performance of the CDS team, with a focus on clinical excellence, consistent execution of clinical best practices, and a high-quality patient and healthcare provider experience. The CDM provides field-based coaching and clinical leadership to ensure CDS team members have the knowledge, skills, and resources needed to effectively support patient and healthcare provider education and long-term patient success. The CDM works collaboratively with Regional Sales Managers and cross-functional partners to ensure clinical activities are appropriately aligned with organizational priorities while maintaining established clinical, regulatory, and compliance standards.

Responsibilities:

- Directly manages, coaches, and develops a team of Clinical Diabetes Specialists, including goal setting, performance management, regular one-on-one meetings, field observation and co-travel, written feedback, business reviews, and ongoing accountability.
- Uses business and clinical performance data to identify trends, gaps, opportunities, and priorities and develops strategies to improve clinical performance and patient retention.
- Develops CDS business acumen, including territory planning, prioritization, routing, clinical pipeline management, patient and HCP follow-up, and effective use of Salesforce.
- Collaborates with Regional Sales Managers and CDS team members to oversee territory to ensure alignment and accountability against established goals and priorities.
- Establishes clinical expectations, best practices, workflows, and standards; monitors clinical metrics and coaches the team toward consistent execution and achievement of organizational goals.



- Partners with Clinical Leadership, Sales Leadership, and Human Resources in recruiting, interviewing, selecting, onboarding, developing, and managing the performance of CDS team members and other clinical roles as appropriate.
- Supports the development and delivery of clinical tools, training resources, and programs for new and existing employees, including New Hire Training, ongoing clinical education, product training, and new product launches.
- Serves as a clinical and product subject-matter expert, maintaining a high level of expertise in CeQur Simplicity™, diabetes management, insulin therapy, clinical practice recommendations, and patient training protocols.
- Facilitates customer and HCP training programs, internal and external clinical presentations, conferences, and educational events, and supports the evaluation and qualification of Certified Product Trainers (CPTs).
- Participates in regional, cross-functional, and national business meetings, pipeline discussions, and leadership forums to provide clinical insights and identify opportunities for clinical support and intervention.
- Collaborates with Sales, Marketing, Market Access, CeQur Cares, Quality, Training, Human Resources, and other stakeholders to support organizational initiatives and improve the customer and patient experience.
- Ensures clinical field activities and administrative responsibilities are completed professionally, accurately, and in accordance with established clinical guidelines, company policies, and applicable regulatory and compliance requirements.
- Performs other duties as assigned.

Education and Experience Minimum Requirements:

- Bachelor's degree required.
- 3+ years of relevant commercial and/or clinical experience within the medical device, diabetes, or healthcare industry.
- Strong experience in diabetes management, insulin therapy, patient education, and clinical training.
- Current professional credential required: Certified Diabetes Care and Education Specialist (CDCES), Registered Dietitian (RD), or Registered Nurse (RN).
- Demonstrated ability to lead, coach, develop, and influence field-based clinical professionals.
- Strong understanding of clinical practice recommendations and protocols related to insulin therapy and patient training.
- Excellent professional presentation, facilitation, communication, and knowledge-transfer skills.
- Ability to interpret business and clinical performance data and translate insights into actionable field strategies. with 3+ years of commercial experience at a medical device company

Preferred Skills and Competencies:

- Strong people leadership, coaching, performance management, and talent-development capabilities.
- Ability to lead and motivate a high-performing, geographically dispersed clinical team.
- Strong business acumen with the ability to connect clinical activities to patient retention, territory performance, and broader organizational objectives.
- Collaborative leadership style with the ability to build effective cross-functional partnerships.
- Strong interpersonal, written, and verbal communication skills.
- Excellent organizational, prioritization, and problem-solving skills.



- Self-directed, adaptable, and able to successfully manage competing priorities in a fast-paced, growth-oriented environment.
- Proficiency with CRM and business reporting tools, including Salesforce.

Physical and Travel Requirements:

- Ability to carry and transport professional product samples, training materials, and literature as needed.
- Position requires frequent travel by air and automobile, including regular overnight travel, to support field coaching, team development, business meetings, customer engagements, and company initiatives. to carry and transport professional sales samples and literature.
- Valid driver's license required.