



**Job Title:** Clinical Diabetes Manager

**Department:** Clinical Education

**Reports To:** Director of CeQur Cares and Clinical Education

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CeQur® Corporation develops and commercializes a convenient, discrete, 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 purpose of the Clinical Diabetes Manager (CDM) is to support and drive sales and clinical results through the coaching and development of the clinical sales team. The CDM is primarily responsible for the observation and execution and training of the Clinical Diabetes Specialist (CDS) team. This includes new hire training, ongoing training, new product launches, and day-to-day clinical activities. The CDM will promote, educate, and implement clinical initiatives that support improved patient trainings leading to long term patient retention. Additionally, they will educate and coach the clinical team on how to effectively drive results.

**Responsibilities:**

- Observes, trains, coaches and provides feedback to the clinical team to promote the benefits of CeQur through clinical messaging
- Works in conjunction with Sales, CeQur Cares, Marketing, Market Access and Quality to achieve clinical metrics and patient retention
- Observes and participates in field co-travel with clinical team to drive clinical metrics and retention.
- Responsible for both internal and external clinical presentations that could include conferences, events, and HCPs
- Consistently exhibits a high level of proficiency and expertise in discussing and demonstrating CeQur's product.
- Observes, evaluates and reviews all CPTs who wish to become CPTs for CeQur
- Facilitates and conducts customer HCP training programs.
- Educate and coach on product training for Sales and Clinical new hire training as needed
- Ability to perform administrative duties on a timely basis
- Responsible for training, mentoring and developing the skills of the Clinical Diabetes Specialists, Territory Managers and CeQur Cares Advocates



- Ensure that all clinicals execute field activities with a high degree of professionalism in accordance with established clinical guidelines
- Perform other duties as assigned.

**Education and Experience Minimum Requirements:**

- Bachelor's degree with 3+ years of commercial experience at a medical device company
- Strong medical industry experience in diabetes and insulin management as well as clinical & diabetes training experience required
- Professional up to date credentials are mandatory: Certified Diabetes Educator (CDCES), Registered Dietitian (RD), or Registered Nurse (RN).
- Excellent professional presentation skills and knowledge transfer skills
- Expert understanding of clinical practice recommendations and clinical protocols for training patients on insulin therapy following National Practice guidelines
- Ability to lead and coach clinicals via field contacts and written performance reviews in conjunction with Regional Sales Manager and Director of CeQur Cares and Clinical Education.

**Preferred Skills and Competencies:**

- Team-player with the ability to lead a highly motivated and demanding clinical team
- Self-starter who needs minimal direction: extremely flexible with a solid business acumen
- Successful track record, strong interpersonal communication skills both written and verbal, ability to create and execute a strategic sales plan, ability to function in a fast-paced startup environment

**Physical Requirements:**

- Ability to carry and transport professional sales samples and literature.
- Valid driver's license required. Position will require frequent travel by air and automobile. Regular overnight travel will be required.