



**Job Title:** Manager of Clinical Training

**Department:** Sales

**Reports To:** Director of Training and Employee Development

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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 4 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 Manager of Clinical Training is responsible for the development and facilitation of clinical diabetes disease state training and onboarding programs, ongoing training and development, and product education on CeQur Simplicity™ mealtime insulin patch. The role requires experienced clinical talent with the business acumen to engage credibly with the Clinical, Quality, Sales, and Inside Sales partners, ensuring compliant training content that reflects current market realities and supports sales force effectiveness. The Manager of Training will collaborate closely with Director of Clinical Education and Director of Training and other key stakeholders to implement impactful training programs that elevate the clinical component of the learning and development strategy and align strategies with business goals.

**Responsibilities:**

- Support the successful on-boarding of field-based Commercial employees to ensure they receive the necessary training and education needed to perform their role and meet all requirements for certification and customer engagement
- Facilitate field clinical training sessions, training workshops, meetings (National & Regional) and the delivery of new materials
- Conduct training workshops on diabetes disease state education, products, marketplace dynamics, and selling skills
- Develop, deliver, and evaluate training programs, curricula, and learning materials for field representatives and field leadership
- Engage as a credible training partner with Marketing, Clinical, and Sales teams, participating in internal business meetings, planning processes, and cross-functional ad-hoc initiatives
- Support strategic projects designed to fulfill the needs of the field force as needed, and measure impact post-training. These projects include but are not limited to clinical updates, new marketing directives, new indication launches, etc.
- Analyze training effectiveness metrics and field feedback to continuously improve training impact



- Ensure all training content and delivery aligns with FDA regulation, company policies, legal/compliance standards, and approved promotional messaging
- Support innovation in training approaches and methodologies to increase efficiency and effectiveness of training goals
- Design new and ongoing learning and development content as needed
- Lead Advanced Clinical Training (CDS Team) and Field Trainer Program
- Conduct field observations and coaching to reinforce training effectiveness, clinical messaging, and customer engagement skills
- Maintain a strong understanding of evolving clinical needs, field challenges, and market dynamics to support continuous improvement
- Support coordination and execution of new hire training logistics including training schedules, materials management, training operations, meeting set up and overall learner experience in partnership with HR and key stakeholders
- Support the administration and maintenance of learning management systems (LMS), training records, certifications, and training assignments to ensure compliance and learner completion

#### **Experience and Skills:**

- 6+ years of field sales experience in medical device or pharmaceutical industry, or equivalent experience
- 2+ years of leadership experience in a sales training or field coaching role, or equivalent experience preferred
- Strong understanding of clinical and commercial strategy, sales processes, and training and development principles
- Demonstrated ability to effectively communicate as a resource for CeQur sales team according to company protocols and requirements
- Willingness to work in a fast-paced and growth-oriented environment
- Demonstrated ability to coach others
- Excellent oral and written communication skills

#### **Education and Experience Minimum Requirements:**

- Bachelor's degree and a minimum of 8 years' experience training in a clinical setting or managing patients.
- Professional up to date credentials are mandatory: Certified Diabetes Educator (CDCES), Registered Dietitian (RD), or Registered Nurse (RN).
- Prior industry experience strongly preferred

#### **Requirements:**

- Light lifting may be required
- 30% travel