



**Job Title:** National Director – Trade Relations

**Department:** Market Access & Reimbursement

**Reports To:** Senior VP, Market Access & Reimbursement

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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 is comprised 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 Director of Trade Relations will cultivate, manage, and lead Trade Relations between CeQur and downstream supply chain clients. The clients include (but are not limited to) Wholesalers, Specialty Mail-Order pharmacies, Retail Pharmacies, PBM Mail-order pharmacies, and Specialty Distributors. This role will lead CeQur interaction with entities engaged in distribution and support of CeQur Products. This role will serve as project management for product access administered through various entities, such as direct contract Specialty Pharmacy partners, and other vendors. Management will include, but not be limited to, support of CeQur related activities for CeQur commercial products, liaison for CeQur Sales and Clinical Support teams, revenue recognition and reporting in conjunction with finance, and supply chain contracting, readiness, and optimization. Additionally, this role will perform training and development activities in collaboration with senior management and the Senior Vice President of Market Access and Reimbursement.

**Responsibilities:**

- Lead and manage relationships with key National and Regional distribution/supply chain players to include: Wholesalers, Specialty Pharmacy partners (SP), Mail Order pharmacies, and Retail pharmacy chains
- Align to CeQur's overall goals of securing patient access, product availability, and inventory management for the ongoing US commercial growth of the CeQur Simplicity 4-day wearable insulin delivery device
- Collaborate with CeQur leadership to support innovative market development activities including DTC, DTP, and geo-targeted approaches
- Partner with finance to ensure continued line of sight on revenue recognition, invoice/rebates, GTN impacts, and Net revenue improvement initiatives



- Serve as Trade Relations "go to" lead and expert for CeQur Field Sales Representatives and Sales Management in relation to SP partners, supply channel questions, reporting, and requests for information
- Partner with and support Market Development function to drive advocacy and key trade and specialty society activity
- Support commercial operations including distribution and supply chain, Specialty Pharmacy, and manufacturing
- Ensure that the needs of, and opportunities in, assigned accounts are communicated to Market Access leadership and other internal stakeholders so that they can be integrated into strategic planning and forecasting as appropriate
- Identify & utilize the resources needed to monitor Trade and Channel market trends, market dynamics, and identify targets
- Work collaboratively with sales, marketing, Market Access, finance, and medical affairs to deliver on Commercial objectives
- Ensure that all activities are consistent with all applicable laws and regulations, and consistent with the CeQur culture of ethics and integrity

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

- Bachelor's degree in business, finance, marketing, or relevant field of study with 10+ years of experience interacting with Trade, pharmacy/specialty pharmacy, pharma/biotech, specialty distribution process, contracting, and new product launches or,
- Master's degree with 5+ years of experience interacting with Trade, pharmacy/specialty pharmacy, pharma/biotech, specialty distribution process, contracting, and new product launches
- 5+ years of management/leadership experience
- Negotiation and contracting experience
- Strong product launch experience with market preparation and planning

#### **Preferred Skills and Competencies:**

- Ability to build strategic relationships with Specialty Pharmacy and other key internal and external customers
- Strong ability to understand market trends, financial data, customer needs, and assess new opportunities both quantitatively and qualitatively
- Ability to build relationships at the and VP and Executive level
- Strong analytical skills including EXCEL and forecasting experience
- Critical thinking to assess ideas and capability to mitigate issues
- Demonstrated understanding of US Market Access and Provider networking
- Ability to communicate effectively with leadership and lead presentations up through Executive level
- Ability to use Excel, PowerPoint and Word and general Microsoft suite software
- Team-player that is able to work cross functionally with other business functions
- 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
- Comfort with working in a smaller company environment
- Diabetes knowledge is a plus