



**Job Title:** Regional Sales Manager

**Department:** Sales

**Reports To:** Vice President of Sales

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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:**

This position is responsible for leading a team of Territory Managers (TM) and to meet/exceed sales quota through profiling, targeting, needs analysis, and closing on targeted account customers. 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 Regional Sales Manager is accountable for leading a team to sales objective attainment, and collaboration with cross-functional partners (Marketing, Finance, Training, Clinical Ed.) to reach and exceed the company's strategic and tactical goals. The position is responsible for the leadership, coaching, and development of Territory Managers with a focus on expanding business and brand loyalty within assigned targeted customer targets.

#### **What Makes You Successful:**

- Demonstrated examples of leading teams to meet/exceed assigned sales objectives, including KPI's and actual sales.
- A strong working knowledge of local healthcare funding system, reimbursement process, and account management.
- Partnership with market access team to expand and pull thru existing and future coverage opportunities.
- Coach, develop, and lead a team to maintain and expand mutually beneficial relationships with key diabetes decision makers and influencers within the region.
- Consistently exhibit a high level of proficiency and expertise in discussing and demonstrating CeQur's product offerings and the simple solution it provides to HCPs and Patients starting insulin.

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- Strong proficiency for working with information to inform and lead business planning decisions in a fast paced environment.
- Ensures that the team executes field sales activities with a high degree of professionalism in accordance with established expectations.
- Responsible for hiring, developing, and retaining top sales talent.
- Coach and develop territory managers on the execution of Key Performance Indicators.
- Manage budget and utilization for commercial related resources.
- Work effectively and productively with commercial and corporate team members and colleagues.
- Completes all administrative duties in a timely fashion and works within the specified budget.

**Experience and Minimum Requirements:**

- Demonstrable successful leadership experience in the medical device industry and/or equivalent combination of education and experience.
- Minimum of three to five years previous sales leadership experience strongly preferred. At least five years in a similar role with a diabetes products company is preferred.
- Demonstrated marketplace relationships strongly preferred.
- Industry, clinical, and diabetes training experience preferred
- Must possess strong leadership, people development, and sales business development skills
- Excellent communication/presentation skills, both oral and written
- Ability and 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 region. Position will require frequent travel by air and automobile within assigned region. Regular overnight travel will be required.