



Job Title: Sales Operations & Reporting Manager

Reports To: Director of Commercial Insights & Analytics

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 Sales Operations & Reporting Manager will play a pivotal role in delivering high-impact analytics and real-time insights that enhance commercial strategy and execution. This role is ideal for a detail-oriented professional who thrives on transforming complex data into clear, actionable recommendations. The manager will also lead CRM (Salesforce) management and optimization, streamline workflows, and enable the sales team with the tools, training, and reports that will enable insight-driven decision making.

Responsibilities:

Reporting

Deliver timely and accurate reports & dashboards that provide actionable insights, enabling Commercial leadership to make informed, high-impact decisions that drive success

- Develop and maintain dashboards and reporting tools that track sales performance, KPIs, and operational metrics.
- Design and deliver standard and ad hoc reports leveraging field activity data, trade sales data, pharmacy data, and syndicated data sources.
- Continuously improving reporting processes and tools to support transparency and engagement.
- Collaborate closely with Commercial leaders and their teams to support operational execution, performance tracking, and strategic planning.
- Participate in territory boundary adjustments by analyzing sales performance trends across territories to identify growth opportunities.

Sales Operations / CRM Management

Oversee the implementation, customization, and optimization of customer relationship management systems (Salesforce)



- Lead CRM management including user access administration, system customization with objects and workflows, and seamless integration with other business tools.
- Build and maintain CRM reports and dashboards for field teams, as well as assisting in the creation of custom views for users.
- Develop and deliver onboarding and ongoing training focused on CRM tools and reporting platforms to ensure user adoption and proficiency.
- Maintain and distribute internal address files & overrides, roster files, territory layouts, and zip code files, and provide updates to strategic partners on-going.
- Participate in weekly/monthly meetings with external partners.

Qualifications:

- Bachelors in Statistics, Economics, or related field
- 4+ years of commercial analytics experience in pharma or life sciences
- Strong analytical and data visualization skills
- Advanced Salesforce experience required
- Power BI/Dashboard experience required
- Excellent communication and problem-solving abilities.