



Job Title: Territory Sales Manager

Department: Sales

Reports To: Regional Sales Manager

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.

At CeQur, we aim to provide solutions to 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 and accountable for achieving a sales quota through profiling, targeting, needs analysis and closing on targeted accounts. These customers consist of Health Care Professionals that treat and manage patients with diabetes, such as Primary Care Physicians, Endocrinologists, Diabetologists, Physician Assistants, Nurse Practitioners and CDCES.

Responsibilities:

The Territory Manager is accountable for consistently achieving sales objectives and ensuring these sales are profitable and within the guidelines of CeQur's defined sales and marketing practices. The position is responsible for the development, management and growth of the healthcare professional recommendation to achieve sales and market share growth. The Territory Manager will expand business and brand loyalty within strategic accounts consisting of private practice, large diabetes clinics, hospital teaching institutions and other major medical centers. The Territory Manager will call on customers to raise their level of awareness and increase the demand of CeQur's product within their defined geographic territory. This position will bear the responsibility of correlating any professional contact needed within the above mentioned accounts with the operational, quality or customer service teams of CeQur.

- Meets/exceeds sales objective as well as market share within assigned geographic area.
- Develops and maintains superior relationships with key diabetes decision makers and influencers.
- Effective in implementing customer loyalty initiatives.
- Consistently exhibits a high level of proficiency and expertise in discussing and demonstrating CeQur's product, as well as all related diabetes products including competitive products.
- Consistently exhibits proficiency in demonstrating and training on all data management software.
- Maintains a high profile with decision-makers of the assigned strategic accounts.



- Maintains an active role with Managed Markets, which includes a sound working knowledge of managed care organization as well as key decision-makers.
- Facilitates and conducts required customer training programs.
- Maintains a high profile with the professional diabetes organizations in the assigned geographical area.
- Routinely contacts and manages sales promotions related to the assigned territory.
- Works effectively and productively with colleagues in the commercial and corporate office.
- Consistently executes all field sales activities with a high degree of professionalism in accordance with established promotional guidelines.
- Completes all administrative duties in a timely fashion and works within the specified budget.
- Work closely with Market Access to drive better coverage and tiered pricing.
- Perform other duties as assigned.

Education and Experience Minimum Requirements:

- Bachelor's degree and a minimum of 2 years' sales experience with a successful track record.

Preferred Skills and Competencies:

- Prior sales experience in medical device and/or specialty of diabetes, strongly preferred.
- Demonstrated relationships with Endocrinologists and Primary Care, strongly preferred.
- Prior industry, clinical and diabetes training experience preferred.
- Excellent communication skills, both oral and written. Strong presentation skills.
- Ability to execute sales and marketing plan; ability to manage territory budget.
- Ability to function in a fast-paced start-up environment; results oriented.
- Team-player with experience in dealing directly with Health Care Professionals and people with diabetes.
- Proficiency with computers.

Physical Requirements:

- Valid driver's license required. Must reside within the geographic area of the assigned area. This position requires regular business travel mostly by car within a set geographic region.
- Overnight travel and amount of air travel varies by territory, typically 1-3 overnights a month.
- Ability to carry and transport professional sales samples and literature.