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## Managed Care Executive Resume

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### Job Objective

To obtain a position as Managed Care Executive with an established company in where I can enhance my skills and help the company to grow.

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### Highlights of Qualifications:

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- Extensive experience in Pharmaceutical industry
  - Good expertise in oncology supportive care and pain
  - Proficient in MS Office suite
  - Amazing leadership skills with strong business and analytical acumen
  - Strong sales and contract negotiations skills
  - Ability to work effectively with cross-functional team members from clinical & legal
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### Professional Experience:

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Managed Care Executive  
Edward Hospital & Health Services, Arlington, VA  
August 2007 – Present

- Maintained and updated regional managed care clients relationship.
- Overseen and to ensured achievement of contractual deliverables and service levels.
- Developed Managed Care positioning and strategic execution in the Divisions.
- Educated customer and up sold products and maximized business volume from new accounts.
- Monitored communications with payers in the area.

Managed Care Executive  
Phoenix Children's Hospital, Arlington, VA  
May 2004- July 2007

- Reviewed and analyzed contract rates and language.
  - Evaluated and handled new contract proposals from payers.
  - Prepare detailed reimbursement analysis.
  - Conducted and completed due diligence for acquisitions.
  - Adhered to company contracts with hospitals for medical directorships, stipends, unit management for payor contracting.
  - Assessed the value and pros and cons of participation in IPAs, PHOs, and other physician organizations.
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### Education:

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Bachelor's Degree in Health Care Mgt  
North Central Texas College, Gainesville, TX

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