
Managed Care Executive Resume

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.

Highlights of Qualifications:

- 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:

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:

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

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